

# European economy

## German election watch: Schulz to run against Merkel

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- Martin Schulz is set to be confirmed as the SPD candidate for chancellor on 29 January and take over as party head, according to media reports. Polls suggest that the race will be tighter with Schulz taking on CDU's Angela Merkel at the September election, especially if the FDP does not enter parliament.
- To be able to appoint the chancellor, the SPD would need to form a coalition with the Greens and the Left party. Although we expect a CDU-led coalition, one headed by the SPD is not impossible and would likely speed up European integration more than a fourth Merkel cabinet could.
- The fragile EU-Turkey deal on refugees and visa liberalization, as well as the government's reaction to flaring security concerns, will be key to monitor in the run up to the elections. The outlook for the ECB's QE program and the economy may influence polls further.



The next German Bundestag elections are due in autumn on 24 September. We expect the CDU to receive the most number of seats and be joined by the SPD or the Green party in a coalition (see Figs. 1 and 2). CDU head Angela Merkel has stated that she will run for a fourth term as chancellor. However, Sigmar Gabriel's announcement that he supports Schulz as the SPD candidate for chancellor could improve the party's electoral fortunes. Indeed, Schulz is faring much better than Gabriel against Merkel in current federal election polls (see Fig. 4).

In any event, an SPD-led coalition with the Left ("Linke") and the Green party remains unlikely; the polls project that it will not gain a parliamentary majority. It also remains to be seen whether these parties are willing to cooperate, though we consider such collaboration likelier now than in the past, when SPD officials ruled out a coalition with the Left. However, the fate of the FDP could change the odds of this coalition. If the liberals fail to achieve the 5% threshold needed to reenter the Bundestag, their votes will be distributed proportionally, increasing the share of seats the remaining parties receive. This would raise the number of seats going to the CDU, SPD, and the Left, opening up the specter of a potential SPD-led majority.



Source: Dreamstime.com

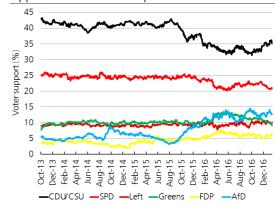
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Fig. 1: Support for political parties Approval of mainstream parties has fallen



Note: Based on the 5-poll moving average of various pollsters. Source: Wikipedia, UBS, as of 24 January 2017

#### Schulz is more popular than his party chief

Despite being a newcomer to the country's domestic political scene, Schulz, if officially confirmed to run for chancellor at the SPD party congress on 29 January, might fare better against Merkel than Gabriel could. Current polls show Schulz is trailing Merkel by a much smaller margin than Gabriel. Given that he is not part of the current government cabinet, Schulz may be able to challenge Merkel more aggressively. In addition, Schulz is known for being a good speaker and for his skills in addressing the public. Should the FDP fail to enter parliament, the shortfall for a majority to form an SPD-Greens-Linke coalition could fall within the margin of error of elections, notwithstanding the differences in the three parties' positions on key issues (such as Russian relations). The elections outside Germany in 2016 are a case in point in this regard.

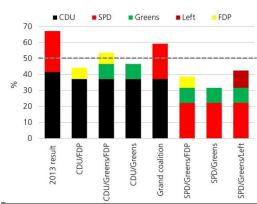
As outgoing president of the European Parliament, Schulz may represent an even more inclusive German approach toward Europe than a Gabriel-or Merkel-led government would adopt. In fact, Schultz recently described his commitment to Europe and the European Union as "everlasting." Although he has been a member of the SPD's executive committee since 1999, Schulz has spent most of his career in Brussels, as a member of the European Parliament since 1994 and as president since 2012.

We think that a CDU-led coalition would by nature work better with a potential Republican-led France after the French elections this spring. However, Schulz also brings with him a vast, proven experience of working with center-right parties, through his dealings with the grand coalition in the European Parliament (e.g., the European People's Party and Party of European Socialists) and the respective French Republican members of parliament.

That said, little is known about his vision on domestic affairs. In his speeches in Germany, Schulz has typically supported social-democratic ideals such as social justice and solidarity. Fleshing out his domestic agenda will be an important driver of his popularity in the run up to the elections as voters get to know him. We therefore caution against reading too much into current polls until more clarity emerges on Schulz's detailed positions.

Fig. 2: Projected share of Bundestag seats of potential coalitions (incl. FDP)

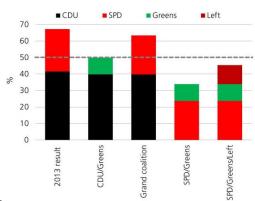
CDU firmly set to remain in government



Note: Based on the 5-poll moving average of various pollsters Source: Wikipedia, UBS, as of 24 January 2017

Fig. 3: Projected share of Bundestag seats of potential coalitions (excl. FDP)

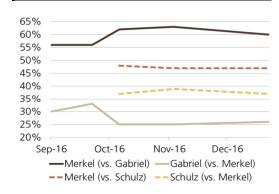
SPD-led coalition closer to majority



Note: Based on the 5-poll moving average of various pollsters Source: Wikipedia, UBS, as of 24 January 2017

Fig. 4: Approval ratings

Gabriel has considerably less support than Schulz



Note: The question posed is: "Who would you rather see as chancellor after the Bundestag elections..." when given the choice of Merkel or Gabriel or Merkel or Schulz.

Source: ZDF Politbarometer, UBS, as of 13 January 2017

Terms and Abbrev Term / Abbreviation	Description / Definition	Term / Abbreviation	Description / Definition
1H, 2H, etc. or 1H11,	First half, second half, etc. or first half 2011,	1Q, 2Q, etc. or 1Q11,	First quarter, second quarter, etc. or first quarter
2H11, etc. 2011E, 2012E, etc.	second half 2011, etc. 2011 estimate, 2012 estimate, etc.	2Q11, etc.	2011, second quarter 2011, etc. actual i.e. 2010A
ADR	American depositary receipt	ARPU	Average Revenue Per User
AUM	Assets under management = total value of	Avg.	average
AUN	own and third-party assets managed	Avg.	average
bn	Billion	bp or bps	Basis point or basis points (100 bps = 1 percentage point)
BVPS	Book value per share = shareholders' equity divided by the number of shares	CAGR	Compound annual growth rate
Cant Inc/Capita	Cantonal income per capita (Switzerland only)	Capex	Capital expenditures
CF	Cash flow	CFO	1) Cash flow from operations, 2) Chief financial officer
Cons.	Consensus	Core Tier 1 Ratio	Tier 1 capital minus tier 1 hybrid securities
Cost/Inc Ratio (%)	Costs as a percentage of income	CPI	Consumer price index
CR	Combined ratio = ratio of claims and expenses as a percentage of premiums (for insurance companies)	CY	Calendar year
DCF	Discounted cash flow	DDM	Dividend discount model
Dividend Yield (%)	Dividend per share divided by price per share	DPS	Dividend per share
E	expected i.e. 2011E	EBIT	Earnings before interest and taxes
EBIT Margin (%)	EBIT divided by revenues	EBITDA	Earnings before interest, taxes, depreciation and amortization
EBITDA Margin (%)	EBITDA divided by revenues	EBITDA/Net Interest	EBITDA divided by net interest expense
EBITDAR	Earnings before interest, taxes, depreciation, amortization and rental expense	EFVR	Estimated fair value range
EmV	Embedded value = net asset value + present value of forecasted future profits (for life insurers)	EPS	Earnings per share
Equity Ratio (%)	Shareholders' equity divided by total assets	EV	Enterprise value = market value of equity, preferred equity, outstanding net debt and minorities
FCF	Free cash flow = cash a company generates above outlays required to maintain/expand its asset base	FCF Yield (%)	Free cash flow divided by market capitalization
FFO	Funds from operations	FY	Fiscal year / financial year
GDP	Gross domestic product	Gross Margin (%)	Gross profit divided by revenues
Н	half year	h/h	Half-year over half-year; half on half
hist av.	Historical average	Interbank Ratio	Interbank deposits due from banks divided by interbank deposits due to banks
Interest Coverage	Ratio that expresses the number of times interest expenses are covered by earnings	Interest exp	Interest expense
ISIN	International securities identification number	K	One thousand
LLP/Net Int Inc (%)	Loan loss provisions divided by net interest income	LLR/Gross Loans (%)	Loan loss reserves divided by gross loans
LPR	Least Preferred: The stock is expected to both underperform the relevant benchmark and depreciate in absolute terms.	Market cap	Number of all shares of a company (at the end of the quarter) times closing price
m/m	Month-over-month; month on month	mn or m	Million
M and A	Merger and Acquisition	MP	Marketperform: The stocks expected performance is in line with the sector benchmark
MPR	Most Preferred: The stock is expected to both outperform the relevant benchmark and appreciate in absolute terms.	n.a.	Not available or not applicable
NAV	Net asset value	Net Debt	Short- and long-term interest-bearing debt minus cash and cash equivalents
Net DPS	Net dividends per share	NIM or Net Int Margin (%)	Net interest income divided by average interest- bearing assets
Net Margin (%)	Net income dividend by revenues	NV	Neutral View: The stock is expected to neither outperform nor underperform the relevant benchmark nor significantly appreciate or depreciate in absolute terms.
n.m. or NM	Not meaningful	NPL	Non-performing loans
			.

Term / Abbreviation	Description / Definition	Term / Abbreviation	Description / Definition
OP	Outperform: The stocks is expected to outperform the sector benchmark	Op Margin (%)	Operating income divided by revenues
p.a.	Per annum (per year)	P/BV	Price to book value
P/E or PE	Price to earnings / Price Earnings Ratio	P/E Relative	P/E relative to the market
P/EmV	Price to embedded value	PEG Ratio	P/E ratio divided by earnings growth
PPI	Producer price index	Prim Bal/Cur Rev (%)	Primary balance divided by current revenue (total revenue minus capital revenue)
Profit Margin (%)	Net income divided by revenues	q/q or QQQ	Quarter-over-quarter; quarter on quarter
R and D	Research and development	ROA (%)	Return on assets
ROAE (%)	Return on average equity	ROCE (%)	Return on capital employed = EBIT divided
			by difference between total assets & current liabilities
ROE (%)	Return on equity	ROIC (%) or ROI	Return on invested capital
Shares o/s	Shares outstanding	Solvency Ratio (%)	Ratio of shareholders' equity to net premiums written (for insurance companies)
sotp or SOTP	Sum of the parts	Tax Burden Index	Swiss tax index; 100 = average tax burden of all cantons
tgt	Target	Tier 1 Ratio (%)	Tier 1 capital divided by risk-weighted assets; describes a bank's capital adequacy
tn	Trillion	UP	Underperform: The stock is expected to underperform the sector benchmark
Valor	Swiss company identifier	WACC	Weighted average cost of capital
CIO	UBS WM Chief Investment Office	Х	multiple / multiplicator
y/y or YOY	Year-over-year; year on year	yr	Year
YTD	Year-to-date		

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