





## **Equity Story**

- Deutsche EuroShop is Germany's only public company that invests solely in shopping centers.
- Shopping centers are attractive investments because of
  - continuously positive development of rents
  - stable long term growth
  - prime locations
  - high quality standards
- Deutsche EuroShop does not seek short-term success, but rather long-term growth and the resulting stable increase in the value of the portfolio.





### At a Glance

 18 shopping centers on high street and in established locations – 14 in Germany, 2 in Poland and one each in Austria and Hungary

•	Lettable space	approx. 848,000 sqm*
	Retail shops	approx. 2,170*
	Market value	approx. €3.3 billion*
	Rents per year	€224 million*
	Occupancy rate	> 99%

- 2010 portfolio valuation: 5.89% net initial yield
- Professional center management by ECE, the European market leader in this industry

avg. lettable space per DES-center: inner city 35,750 sqm est. locations 102,000 sqm

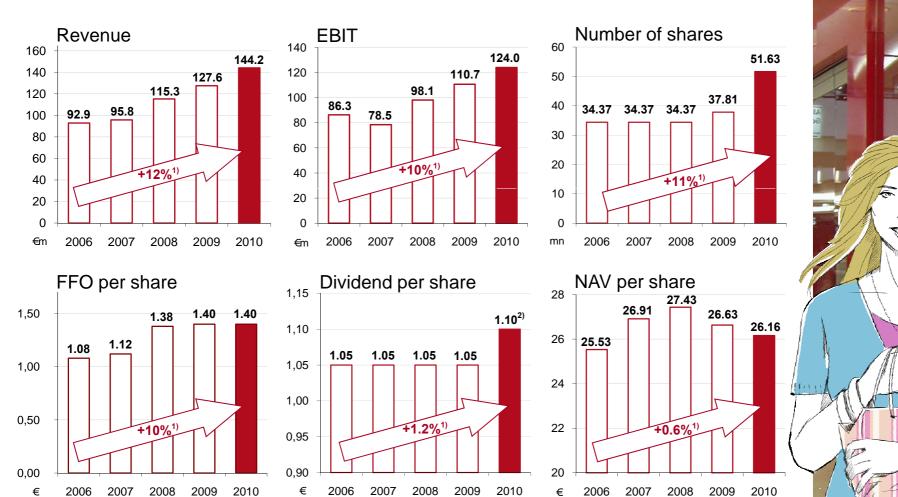








# **Key Figures**

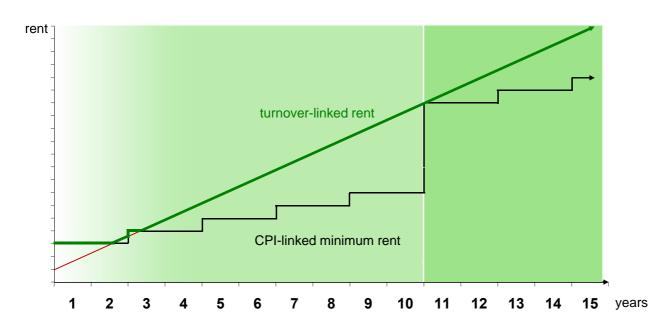


<sup>1)</sup>2006-2010, Compound Annual Growth Rate (CAGR) <sup>2)</sup>proposal





# Lease System



General form of lease contracts for DES-tenants

Participation in sales growth of retail industry

Lease standards:

- 10 years lease only
- no break-up option
- turnover-linked rents
- minimum rents are CPI-linked

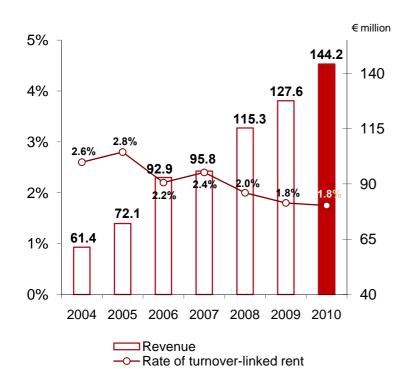


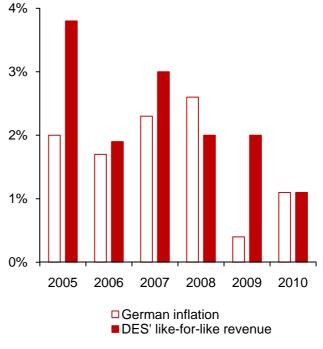


### Lease System

- avg. rent per sqm and year: €250
- avg. turnover per sqm and year: €4,700
- Rent-to-sales-ratio: 7-11%
- weighted maturity of rental contracts: 6.4 years

avg. German retail: €3,420









### **Targets**

- Long term net asset value enhancement
- "buy & hold"-strategy
- Stable and attractive dividends
   Dividend yield: currently 4.1%
- Investment-focus: At least 75% Germany and up to 25% Europe
- Portfolio extension by 10% per year
  - by acquisition of new shopping centers
  - by increasing existing amounts of holdings
  - by expansion of portfolio centers

Main focus on NAV and dividend

Continuous growth





# Overview













	A10 Center	Main-Taunus-Zentrum	Altmarkt-Galerie
Location	Wildau/Berlin	Sulzbach/Frankfurt	Dresden
Investment	100%	52.0%	67.0%
Lettable space sqm	120,000	117,000*	76,500
Parking	4,000	4,500*	520
Number of shops	approx. 180	approx. 170*	approx. 220
Occupancy rate	100%	100%	95%
Catchment area	approx. 1.2 m. inhabitants	approx. 2.2 m. inhabitants	approx. 1.0 m. inhabitants
Opening / refurbishm.	1996 / 2011	1964 / 2004 / 2011	2002 / 2011

\*incl. extension (opening November 2011)











Location	Rhein-Neckar-Zentrum Viernheim	Billstedt-Center Hamburg	Phoenix-Center Hamburg
Investment	99.9%	100%	50.0%
Lettable space sqm	69,000	43,400	38,700
Parking	3,500	1,500	1,600
Number of shops	approx. 100	approx. 110	approx. 110
Occupancy rate	100%	99%	100%
Catchment area	approx. 1.4 m. inhabitants	approx. 0.7 m. inhabitants	approx. 0.6 m. inhabitants
Opening / refurbishm.	1972 / 2003	1969 / 1977 / 1996	2004











	Forum	Allee-Center	City-Galerie
Location	Wetzlar	Hamm	Wolfsburg
Investment	65.0%	88.9%	89.0%
Lettable space sqm	34,300	34,000	30,800
Parking	1,700	1,300	800
Number of shops	approx. 110	approx. 85	approx. 95
Occupancy rate	100%	99%	100%
Catchment area	approx. 0.5 m. inhabitants	approx. 1.0 m. inhabitants	approx. 0.3 m. inhabitants
Opening / refurbishm.	2005	1992 / 2003 / 2009	2001 / 2006











	Rathaus-Center	City-Arkaden	City-Point
Location	Dessau	Wuppertal	Kassel
Investment	94.9%	100%	100%
Lettable space sqm	30,400	28,700	28,200
Parking	840	650	220
Number of shops	approx. 80	approx. 90	approx. 70
Occupancy rate	97%	100%	100%
Catchment area	approx. 0.5 m. inhabitants	approx. 0.7 m. inhabitants	approx. 0.8 m. inhabitants
Opening / refurbishm.	1995	2001 / 2004	2002 / 2009









	Stadtgalerie	Stadt-Galerie
Location	Passau	Hameln
Investment	75.0%	100%
Lettable space sqm	27,300	25,900
Parking	470	510
Number of shops	approx. 90	approx. 100
Occupancy rate	100%	100%
Catchment area	approx. 0.4 m. inhabitants	approx. 0.4 m. inhabitants
Opening / refurbishm.	2008	2008











	Galeria Bałtycka	City Arkaden	Árkád
Location	Gdansk, Poland	Klagenfurt, Austria	Pécs, Hungary
Investment	74.0%	50.0%	50.0%
Lettable space sqm	39,500	36,900	35,300
Parking	1.100	880	850
Number of shops	approx. 200	approx. 120	approx. 130
Occupancy rate	100%	100%	100%
Catchment area	approx. 1.1 m. inhabitants	approx. 0.4 m. inhabitants	approx. 0.5 m. inhabitants
Opening	2007	2006	2004







### Galeria Dominikanska

	Galeria Dominikanska
Location	Wroclaw, Poland
Investment	33.3%
Lettable space sqm	32,900
Parking	920
Number of shops	approx. 100
Occupancy rate	100%
Catchment area	approx. 1.3 m. inhabitants
Opening	2001





### Extension Main-Taunus-Zentrum



- selling area: additional 12,000 m<sup>2</sup> (currently 79,000 m<sup>2</sup>)
- 70 new shops
- approx. €74 million total investment volume (approx. €38.5 million for DES)
- opening planned for Nov. 2011
- April 2011 pre-letting status: approx. 90%
- expected net initial yield: >10.0%







### **Our Tenants**





























**REWE** 







**GUESS** 











































SportScheck











# Retail Turnover 2010\*

	% change	rent-to-sales	% of	% of
Retail sector	in 2010	ratio in %	sales	space
Department stores	-4.4	5.1	7.0	14.3
Food	-0.4	6.5	10.2	7.0
Fashion textiles	+6.5	10.9	27.9	34.7
Shoes & leather goods	+5.5	12.8	5.5	6.9
Sports	+6.1	8.2	4.7	5.5
Health & Beauty	-0.5	7.4	10.7	6.3
General Retail	-0.2	10.2	11.0	11.2
Electronics	-3.1	2.5	15.2	8.5
Services	+4.8	5.0	3.6	1.4
Food catering	-0.9	13.2	4.2	4.2
Total	-0.1	8.2	100.0	100.0

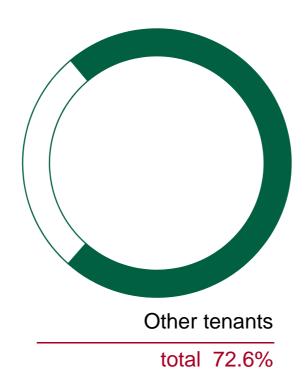






# Tenants Structure Top 10 Tenants\*

•	Metro-Group	7.1%
•	Douglas-Group	4.6%
•	H&M	2.5%
•	REWE	2.2%
•	Peek & Cloppenburg	2.1%
•	C&A	2.0%
•	New Yorker	1.9%
•	Inditex Group	1.8%
•	Deichmann	1.8%
	Esprit	1.4%
	total	27.4%



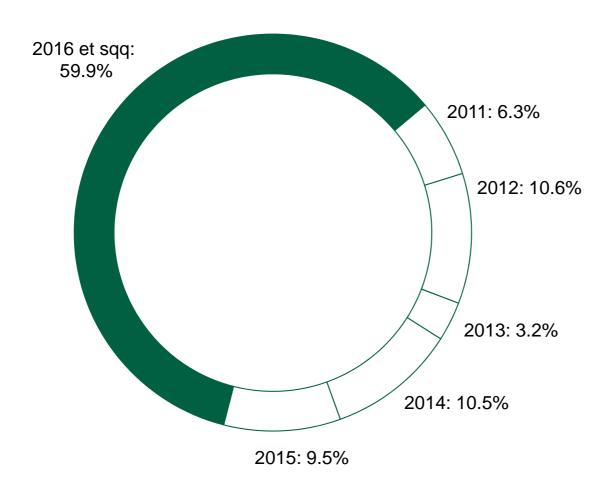








# Maturity Distribution of Rental Contracts\*



Long-term contracts guarantee rental income

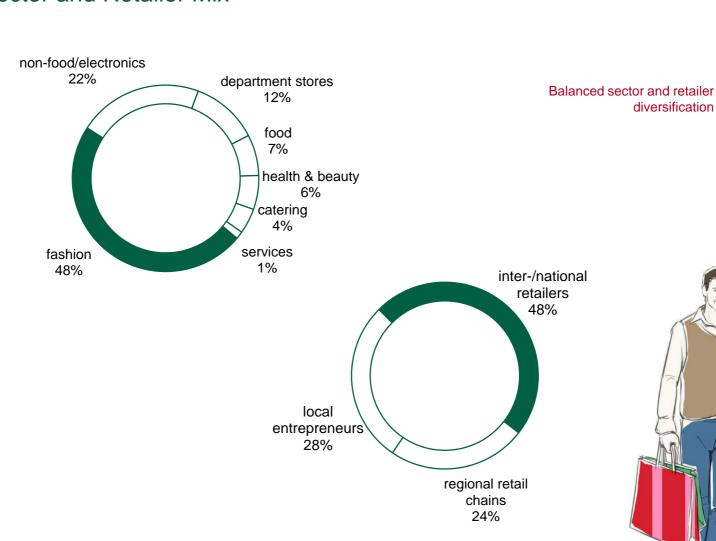
Weighted maturity 6.4 years







### Sector and Retailer Mix\*





\*in % of lettable space as at 31 Dec 2010, excluding extensions



# Key Figures 2010

€million	01.0131.12.2010	01.0131.12.2009	+/-
Revenue	144.2	127.6	13%
Net operating income	129.0	114.5	13%
ЕВІТ	124.0	110.7	12%
Net finance costs	-60.2	-55.9	-8%
EBT before valuation	63.9	54.9	16%
Valuation result	33.1	-14.8	
EBT	97.0	40.1	142%
Consolidated profit	81.8	34.4	138%
FFO per share (€)	1,40	1.40	0%
Earnings per share (€)	1,80	0.88	105%
	·	<u> </u>	

€million	31.12.2010	31.12.2009	+/-
Total equity	1,527.4	1,044.4	46%
Interest bearing debt	1,288.2	934.2	38%
Other debt	46.9	48.0	-2%
Total assets	2,963.6	2,112.1	40%
Equity ratio	51.5%	49.5%	
LTV ratio	45%	46%	





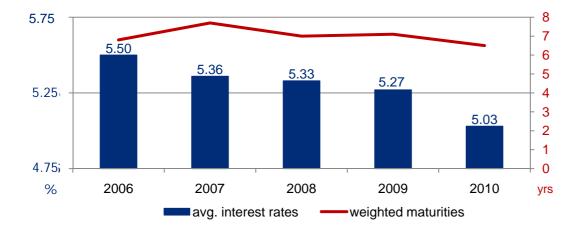
### Loan Structure\*

Interest lockin	Duration	Principle amounts (€ thousand)	Share of total loan	avg. interest rate
Up to 1 year	1.0	62,939	4.9%	3.30%
1 to 5 years	3.6	552,823	43.3%	5.38%
5 to 10 years	7.9	492,366	38.5%	4.96%
Over 10 years	14.3	169,200	13.3%	4.74%
Total 2010	6.5	1,277,327	100%	5.03%

Banks: 18 German and 1 Austrian

Weighted maturity of fixed interest periods 6.5 years

Weighted maturity of the loans >20 years









### Maturities until 2015

	end of fixed interest periods respectively expiring loans (€ million)	regular redemption payments (€ million)	total maturities (€ million)
2011	0	17.9	17.9
2012	54.6	20.1	74.7
2013	137.3	20.5	157.8
2014	205.3	22.6	227.9
2015	76.8	16.2	92.4

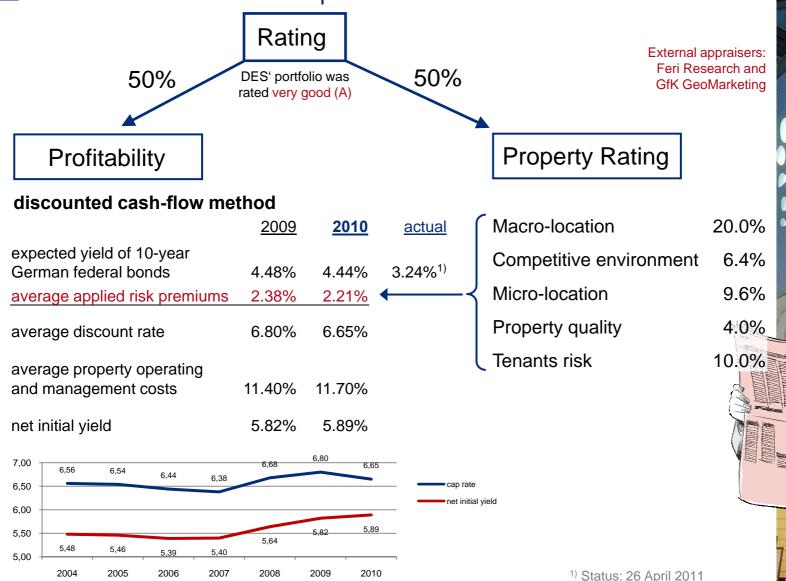
- 2011: renewed credit line of €150 million, runs 3 years until Feb 2014
- 2011: prolonged €81 million loan with a 10 years fixed interest period for 4.22% (former interest rate was 5.65%)
- Currently: discussion of before-maturity renewals of 7 loans with the banks, total volume of approx. €240 million



\*as of 31 December 2010

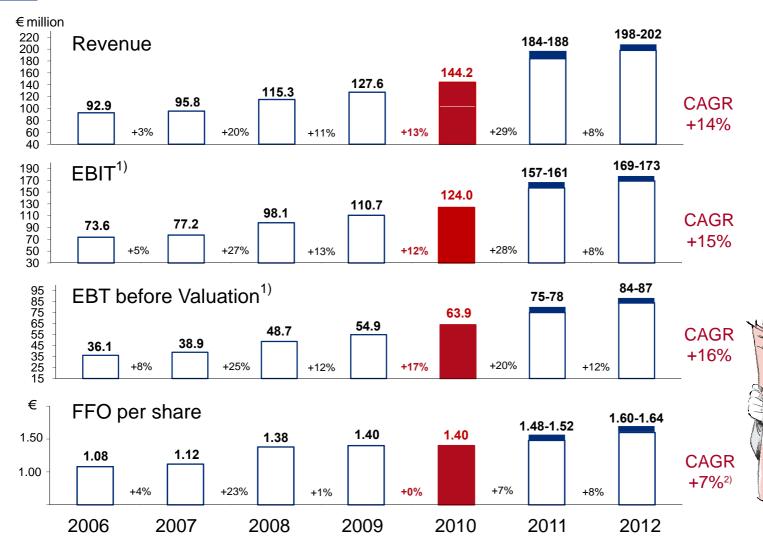


### Valuation – Investment Properties





### **Forecast**



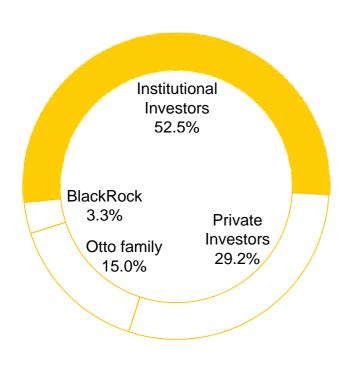
<sup>1)</sup> adjusted for one-time proceeds from disposals 2) incl. dilution

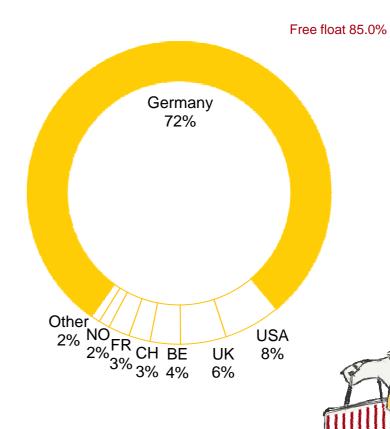




### **Shareholder Structure**





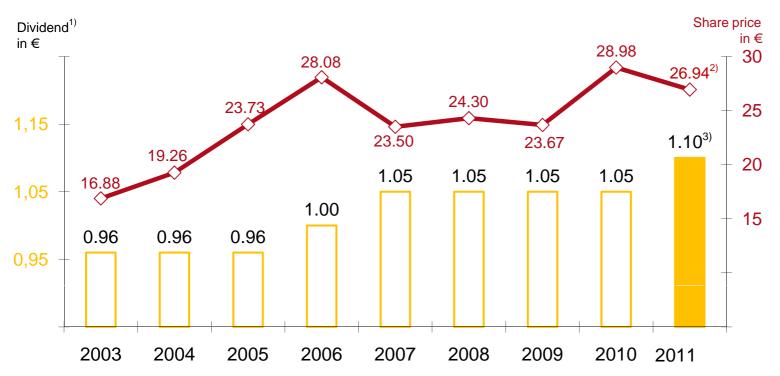








### **Dividend & Performance**



### **Performance**

DES:

DAX:

1 year (2010):

+28.1% +16.1%

3 years: +41.2% = +12.2% p.a. -5.0% p.a.

5 years: +50.6% = +8.5% p.a.

+5.0% p.a.

since IPO (2001) = +9.7% p.a.

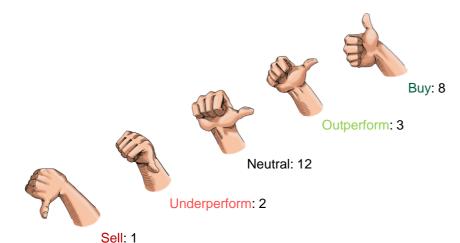
+0.8% p.a.







# Analysts' Consensus



avg. / in €	2010	2011
EBIT (€ million)	123.9	147.3
FFO per share	1.35	1.51
EPS	1.56	1.83
Dividend	1.09	1.15
Price target		27.53

26 analysts: one of the best covered real estate companies in Europe\*

- ABN Amro
- Aurel
- Bankhaus Lampe
- Bank of America Merrill Lynch
- Berenberg Bank
- Close Brothers Seydler
- Commerzbank
- Credit Suisse
- Deutsche Bank
- DZ Bank

- equinet
- Hamburger Sparkasse
- HSBC
- Kempen & Co.
- Kepler Capital Markets
- Macquarie
- Metzler
- M.M. Warburg & Co
- Petercam Bank
- ING

- Rabobank
- Silvia Quandt Bank
- Societe Generale
- UBS
- Unicredit
- WestLB

Status: 19 Apr 2011 / \* No. 1 according to EPRA survey 3/2011





#### 10 Reasons to Invest

- The only public company in Germany to invest solely in shopping centers
- Prime locations
- Proven, conservative strategy
- 4. Stable cash flow with long term visibility
- 5. Shareholder-friendly dividend policy
- 6. Experienced management team
- Excellent track record
- 8. Centers almost 100% let
- 9. Inflation-protected rental agreements
- 10. Solidity combined with growth potential





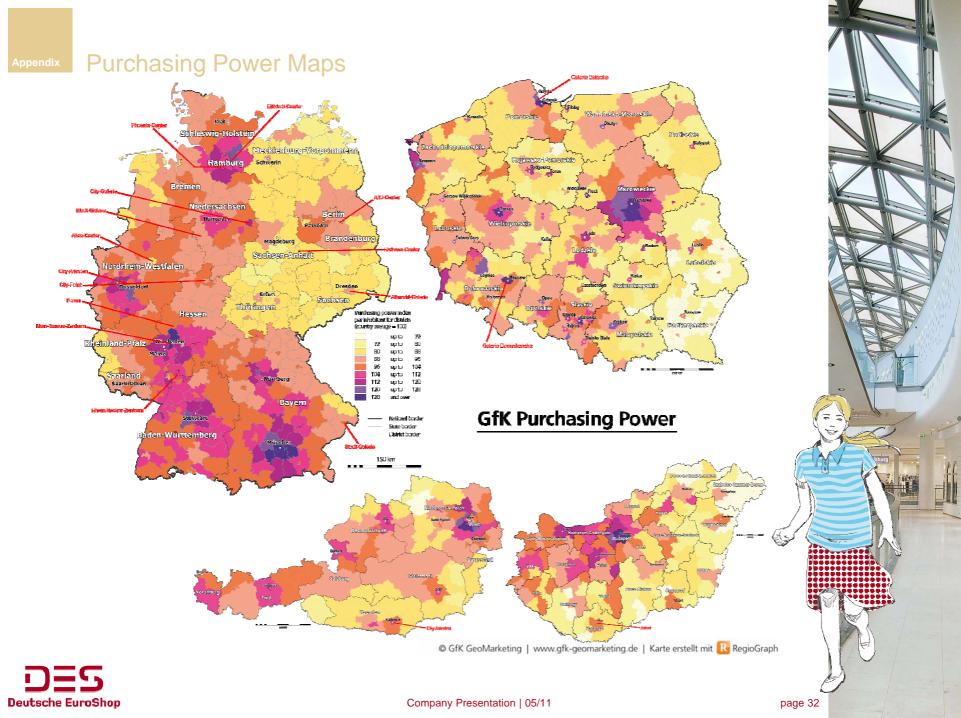


# Key Data of the Share

Listed since	02.01.2001
Nominal capital	€51,631,400.00
Outstanding shares	51,631,400
Class of shares	Registered shares
Dividend 2010 (planned proposal)	€1.10
52W High	€29.00
52W Low	€21.66
Share price (27.04.2011)	€26.94
Market capitalisation	€1.4 billion
avg. turnover per day last 12 months	116,000 shares
Indices	MDAX, EPRA, GPR, MSCI Small Cap
Official market	Prime Standard Frankfurt and XETRA
OTC market	Berlin-Bremen, Dusseldorf, Hamburg, Hanover, Munich and Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQGn.DE
Market makers	Close Brothers Seydler, WestLB









### Our partner: ECE



- ECE develops, plans, builds, leases and manages large commercial real estate in the sectors shopping, office, industries since 1965
- originally ECE was an abbreviation for the German word Einkaufscenterentwicklung (Shopping center development)
- 100% privately owned by the Otto family
- active in 15 European countries
- European market leader in the shopping center business
- Assets under management:
  - 132 shopping centers
  - 4.2 million sqm overall sales area
  - approx.14,000 retail businesses
  - €15.3 billion in annual sales
- Many investors rely on ECE:



























#### **Environment**

- Climate protection is one of the most important issues for Deutsche EuroShop. We believe that sustainability and profitability, the shopping experience and environmental awareness do not have to be opposites. Long-term thinking is part of our strategy. This includes playing our part in environmental protection.
- In 2010, with the exception of the A10 Center, all our German shopping centers had contracts with suppliers that use regenerative energy sources such as hydroelectric power for their electricity needs. The "EnergieVision" organisation certified the green electricity for eleven of our German centers with the renowned "ok-power" accreditation in 2010. From 2011 onwards, all centers in the Deutsche EuroShop German portfolio will be powered by green electricity. We plan to switch the centers in other countries to green electricity as well in the next few years.
- The twelve participating centers used a total of around 47,8 million kWh of green electricity in 2010. As a result, based on conservative calculations this meant a reduction of around 18,800 tonnes in carbon dioxide emissions this equates to the annual CO<sub>2</sub> emissions of around 850 two-person households. We have already reduced the energy consumption of our shopping centers by using heat exchangers and energy-saving light bulbs.
- Deutsche EuroShop, through its shopping centers, also supports a range of activities at local and regional level in the areas of ecology, society and economy.





# Financial Calendar 2011

29.04.	Annual earnings press conference, Hamburg
02.05.	Roadshow Munich, Baader Bank
13.05.	Interim report Q1 2011
17.05.	Roadshow Luxembourg, Close Brothers Seydler
18.05.	Roadshow Paris, Bankhaus Lampe
24.05.	Metzler Property Day, Frankfurt
25.05.	Kempen & Co. European Property Seminar, Amsterdam
30.05.	Roadshow Copenhagen, UniCredit
31.05.	Roadshow Helsinki, UniCredit
31.05.	Roadshow Stockholm, ABN Amro
09.06.	Roadshow Vienna, Berenberg
16.06.	Annual General Meeting, Hamburg
16.06.	Supervisory Board meeting, Hamburg
2122.06.	Bankhaus Lampe Hamburg Investment Conference
11.08.	Interim report H1 2011
22.09.	Supervisory Board meeting, Hamburg
2729.09.	UniCredit German Investment Conference Munich
0406.10.	Expo Real, Munich
19.10.	Real Estate Share Initiative, Frankfurt

	10.11.	Nine-month report 2011
•	14.11.	Roadshow Zurich, Rabo
•	1617.11.	WestLB Deutschland Conference, Frankfurt
	17.11.	Supervisory Board meeting, Hamburg
2	23.11.	Roadshow Brussels, Petercam
2	29.1102.12	2.Berenberg European Conference, Pennyhill



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Statements in this presentation relating to future status or circumstances, including statements regarding management's plans and objectives for future operations, sales and earnings figures, are forward-looking statements of goals and expectations based on estimates, assumptions and the anticipated effects of future events on current and developing circumstances and do not necessarily predict future results.

Many factors could cause the actual results to be materially different from those that may be expressed or implied by such statements.

Deutsche EuroShop does not intend to update these forward-looking statements and does not assume any obligation to do so.



Claus-Matthias Böge Chief Executive Officer



Olaf G. Borkers Chief Financial Officer



Patrick Kiss
Head of Investor & Public Relations



Nicolas Lissner Manager Investor & Public Relations

