



# COMPANY PRESENTATION

05.2013

## COMPANY

## 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.



## COMPANY

## At a Glance

- 20 shopping centers on high street and in established locations – 16 in Germany, 2 in Poland and one each in Austria and Hungary

Lettable space	approx. 960,000 sqm
Retail shops	approx. 2,450
Market value	approx. €3.8 billion
Rents per year	€257 million <sup>1)</sup>
Occupancy rate	99%

avg. lettable space per DES-center: inner city 38,800 sqm est. Locations 100,300 sqm

- 2012 portfolio valuation: 5.98% net initial yield (EPRA)
- Professional center management by ECE, the European market leader in this industry



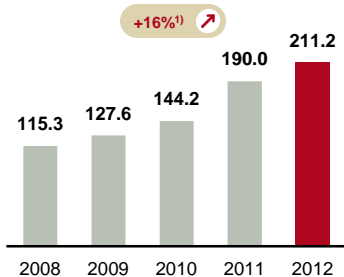
<sup>1)</sup> 100%-view

## COMPANY

## Key Figures

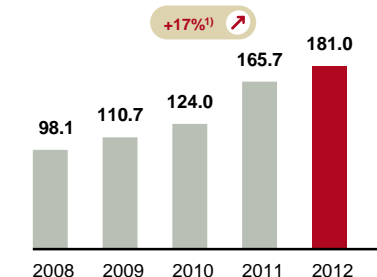
## REVENUE

€m



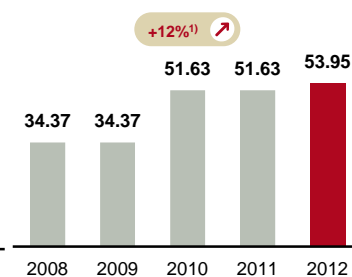
## EBIT

€m



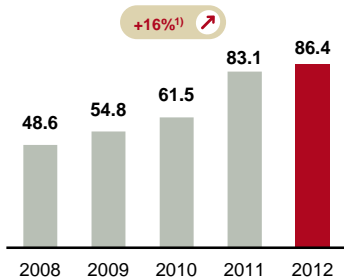
## NUMBER OF SHARES

mn



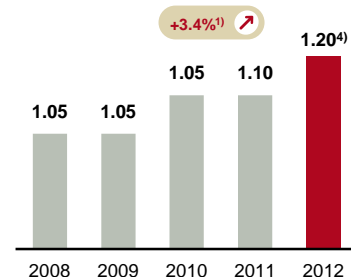
## FFO

€m

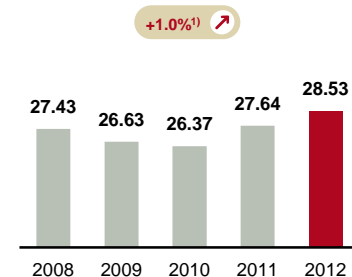


## DIVIDEND PER SHARE

€

NAV PER SHARE<sup>2)</sup>

€

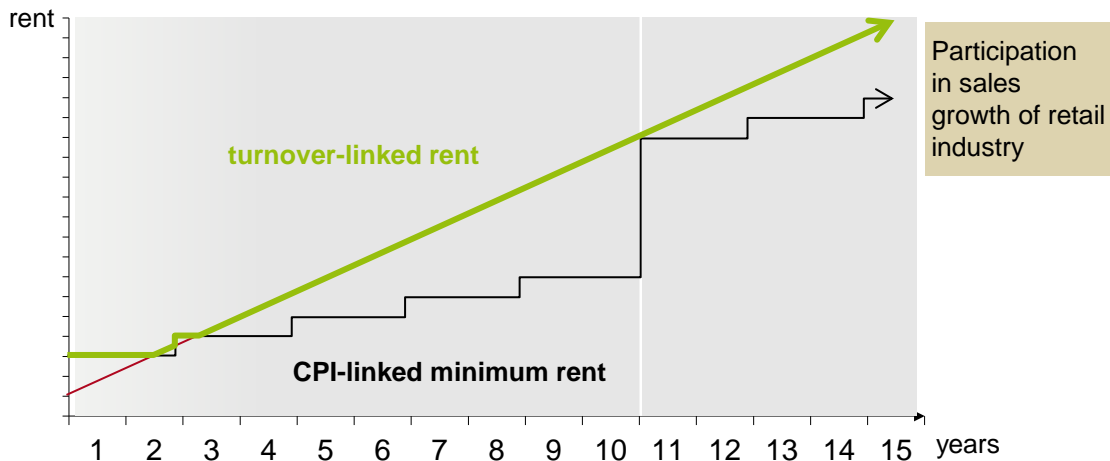


- 1) 2008-2012, Compound Annual Growth Rate (CAGR)
- 2) since 2010: EPRA NAV
- 4) proposal to the AGM



## COMPANY

## Lease System



## Lease standards:

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

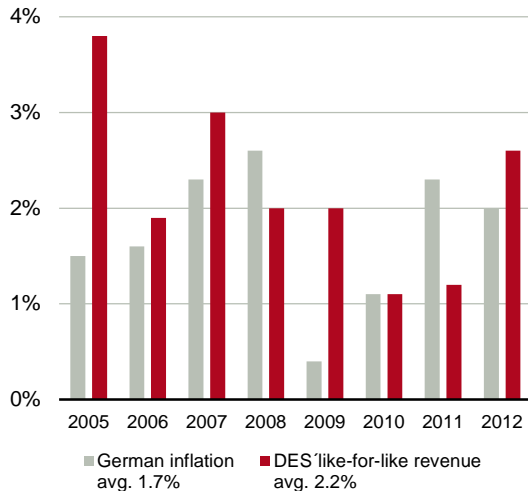


## COMPANY

## Lease System

- avg. rent per sqm and year: €250
- avg. turnover per sqm and year: €4,700<sup>1)</sup> (avg. German retail: €3,430)
- Rent-to-sales-ratio: 7-11%
- weighted maturity of rental contracts: 7.0 years<sup>1)</sup>

### LIKE-FOR-LIKE REVENUE



<sup>1)</sup> Status: 31 December 2012

## COMPANY

## Targets

- Long term net asset value enhancement
- Main focus on NAV and dividend
- “buy & hold”-strategy, Continuous growth
- Stable and attractive dividends  
Dividend yield: currently 3.5%
- 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





SHOPPING CENTERS

# Overview





## ACQUISITION

## Altmarkt-Galerie Dresden

- DES holds 100% as of 1 May 2013
- 67% were already with DES
- investment volume for the 33%: €132 million, cash price: €70 million
- net initial yield: 5.4%
- 44,500 sqm retail space
- approx. 200 shops
- 16 million visitors p.a.
- opening: 2002, expansion: 2011



## SHOPPING CENTERS

## Germany

**A10 Center****Main-Taunus-Zentrum****Altmarkt-Galerie**

Location	Wildau/Berlin	Sulzbach/Frankfurt	Dresden
Investment	100%	52.0%	100%
Lettable space sqm	118,500	117,900	77,000
Parking	4,000	4,500	500
Number of shops	approx. 200	approx. 170	approx. 200
Occupancy rate	100%	100%	93%
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



## SHOPPING CENTERS

## Germany



Rhein-Neckar-Zentrum



Herold-Center



Allee-Center

Location	Viernheim	Norderstedt	Magdeburg
Investment	100%	100%	50.0%
Lettable space sqm	64,400	55,500	51,300
Parking	3,800	850	1,300
Number of shops	approx. 110	approx. 130	approx. 150
Occupancy rate	100%	96%	98%
Catchment area	approx. 1.2 m. inhabitants	approx. 0.5 m. inhabitants	approx. 0.7 m. inhabitants
Opening/refurbishm.	1972 / 2002	1971 / 1995 / 2003	1998 / 2006



## SHOPPING CENTERS

## Germany

**Billstedt-Center****Phoenix-Center****Forum**

Location	Hamburg	Hamburg	Wetzlar
Investment	100%	50.0%	65.0%
Lettable space sqm	42,800	39,200	34,300
Parking	1,500	1,600	1,700
Number of shops	approx. 110	approx. 110	approx. 110
Occupancy rate	100%	100%	100%
Catchment area	approx. 0.7 m. inhabitants	approx. 0.6 m. inhabitants	approx. 0.5 m. inhabitants
Opening/refurbishm.	1969 / 1977 / 1996	2004	2005



## SHOPPING CENTERS

## Germany

**Allee-Center****City-Galerie****Rathaus-Center**

Location	Hamm	Wolfsburg	Dessau
Investment	100%	100%	100%
Lettable space sqm	33,900	30,800	30,400
Parking	1,250	800	850
Number of shops	approx. 90	approx. 100	approx. 90
Occupancy rate	100%	100%	98%
Catchment area	approx. 1.0 m. inhabitants	approx. 0.5 m. inhabitants	approx. 0.6 m. inhabitants
Opening/refurbishm.	1992 / 2003 / 2009	2001 / 2006	1995



## SHOPPING CENTERS

## Germany



City-Arkaden



City-Point



Stadt-Galerie

Location	Wuppertal	Kassel	Passau
Investment	100%	100%	75.0%
Lettable space sqm	28,700	28,300	27,600
Parking	650	220	500
Number of shops	approx. 90	approx. 60	approx. 90
Occupancy rate	100%	100%	100%
Catchment area	approx. 0.7 m. inhabitants	approx. 0.8 m. inhabitants	approx. 0.7 m. inhabitants
Opening/refurbishm.	2001 / 2004	2002 / 2009	2008





## SHOPPING CENTERS

## Germany

**Stadt-Galerie**

Location	Hameln
Investment	100%
Lettable space sqm	26,000
Parking	500
Number of shops	approx. 100
Occupancy rate	100%
Catchment area	approx. 0.4 m. inhabitants
Opening/refurbishm.	2008



## SHOPPING CENTERS

## Europe

**Galeria Bałtycka****City Arkaden****Árkád**

Location	Gdansk, Poland	Klagenfurt, Austria	Pécs, Hungary
Investment	74.0%	50.0%	50.0%
Lettable space sqm	48,600	36,900	36,900
Parking	1.050	880	880
Number of shops	approx. 195	approx. 120	approx. 120
Occupancy rate	100%	100%	93%
Catchment area	approx. 1.1 m. inhabitants	approx. 0.4 m. inhabitants	approx. 1.0 m. inhabitants
Opening/refurbishm.	2007	2006	2004



## SHOPPING CENTERS

## Europe






**Galeria Dominikanska**

Location	Wrocław, Poland
Investment	33.3%
Lettable space sqm	32,900
Parking	900
Number of shops	approx. 100
Occupancy rate	99%
Catchment area	approx. 1.0 m. inhabitants
Opening/refurbishm.	2001



## SHOPPING CENTERS

Our Tenants<sup>1)</sup>



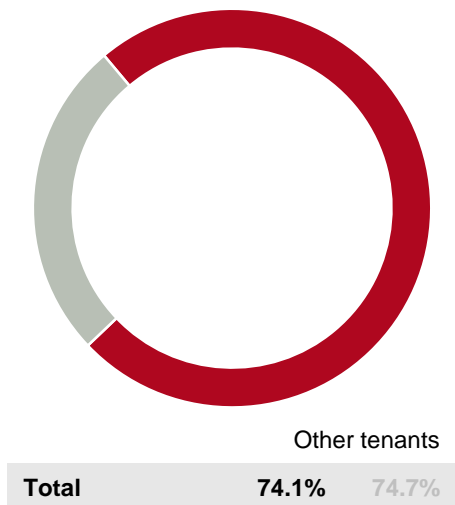
<sup>1)</sup> selection of our well known tenants

## SHOPPING CENTERS

Tenants Structure Top 10 Tenants<sup>1)</sup>

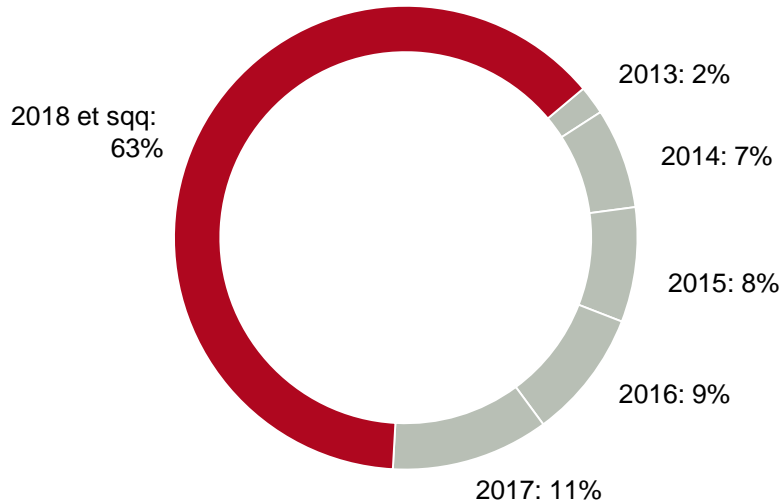
	2012	2011
Metro Group	5.7%	6.0%
Douglas Group	4.6%	4.4%
H&M	2.9%	2.7%
New Yorker	2.2%	2.3%
Peek & Cloppenburg	2.1%	1.9%
Deichmann	1.9%	1.9%
C&A	1.8%	1.7%
REWE	1.7%	1.6%
Esprit	1.5%	1.4%
Inditex Group	1.5%	1.4%
<b>Total</b>	<b>25.9%</b>	<b>25.3%</b>

Low level of  
dependence on  
the top 10 tenants



<sup>1)</sup> in % of total rents as at  
31 December 2012

## SHOPPING CENTERS

Maturity Distribution of Rental Contracts<sup>1)</sup>

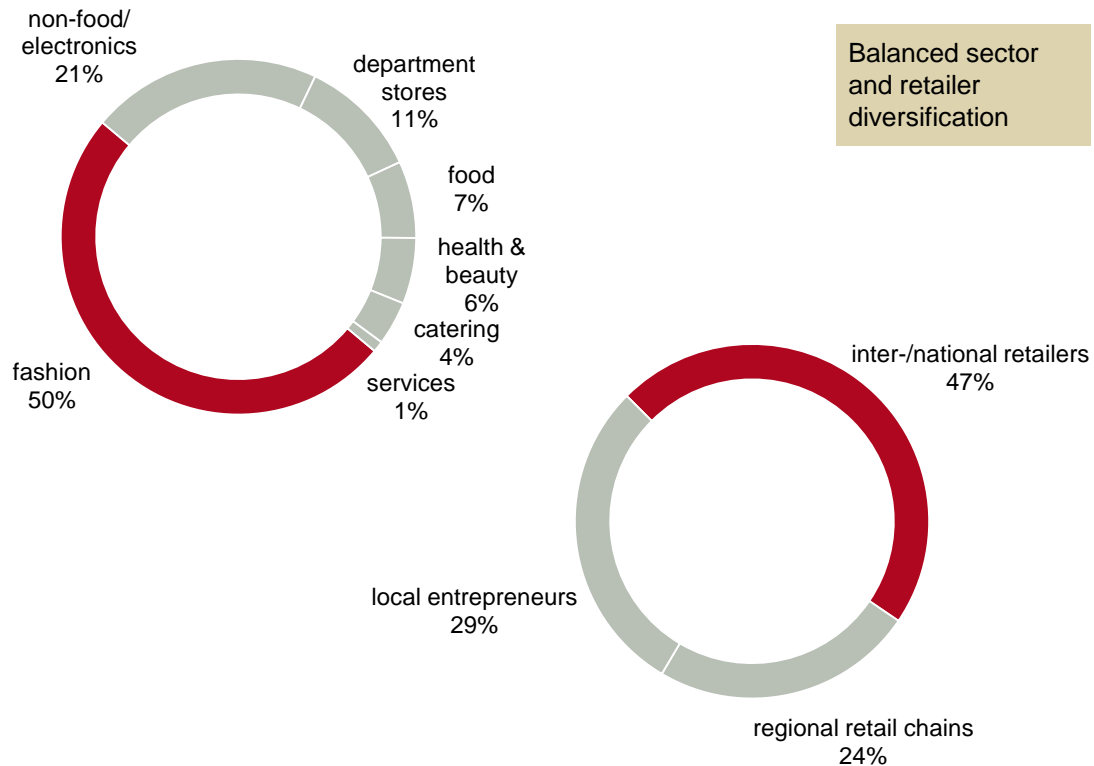
- Long-term contracts guarantee rental income
- Weighted maturity 7.0 years



<sup>1)</sup> in % of rental income as at 31 December 2012



## SHOPPING CENTERS

Sector and Retailer Mix<sup>1)</sup>

<sup>1)</sup> in % of rental income as at 31 December 2012



## FINANCIALS

## Key Figures Q1 2013

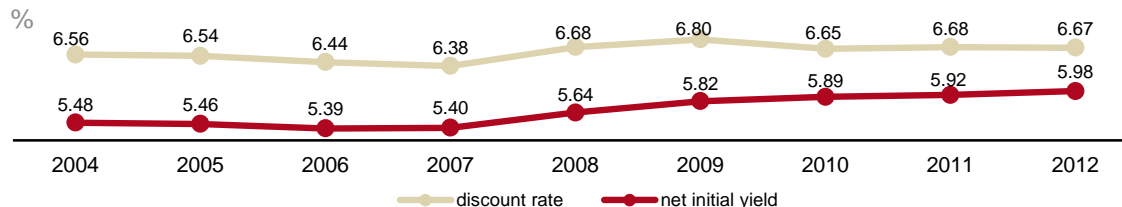
€ million	01.01.-31.03.2013	01.01.-31.03.2012	Change
Revenue	42.4	38.6	10%
Net operating income	38.6	34.4	12%
EBIT	37.3	33.8	10%
Net finance costs	-10.1	-9.4	-7%
Valuation result	-1.4	-0.8	-75%
EBT	25.8	23.6	9%
<b>Consolidated profit</b>	<b>20.1</b>	<b>16.5</b>	<b>22%</b>
FFO per share	0.50	0.45	11%
EPRA Earnings per share	0.40	0.34	18%
	31.03.2013	31.12.2012	Change
<b>Total equity</b>	<b>1,550.2</b>	<b>1,528.4</b>	<b>1%</b>
<b>Financial liabilities</b>	<b>1,274.0</b>	<b>1,357.7</b>	<b>-6%</b>
Other debt (incl. Deferred taxes)	262.5	273.2	-4%
<b>Total assets</b>	<b>3,086.6</b>	<b>3,159.3</b>	<b>-2%</b>
Net financial liabilities	1,192.0	1,199.6	-6%
Equity ratio	50.2%	48.4%	
LTV ratio	40%	40%	



## FINANCIALS

## Valuation\* – Investment Properties 2012

Discounted cash-flow method	2012	2011	actual		
expected yield of 10-year German federal bonds	4.30%	4.34%	1.33% <sup>1)</sup>		
<b>average applied risk premiums</b>	<b>2.37%</b>	<b>2.34%</b>			
average discount rate	6.67%	6.68%			
average property operating and management costs	11.00%	11.80%			
net initial yield (EPRA)	5.98%	5.92%			
				Macro-location	40.0%
				Competitive environment	12.8%
				Micro-location	19.2%
				Property quality	8.0%
				Tenants risk	20.0%



## Sensitivity analysis

in € thousand	Basis	change of -25bps	change of +25bps
Rent increase rates	1.70%	-110,200	+113,000
Discount rate	6.67%	+101,900	-97,000
Net initial yield	5.98%	+146,400	-134,500
Cost ratio	11.00%	+9,500	-9,500



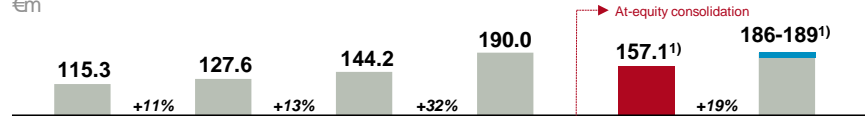
- <sup>1)</sup> External appraisers:  
Feri Research and GfK GeoMarketing
- <sup>2)</sup> Status: 13 May 2013

## FINANCIALS

## Forecast

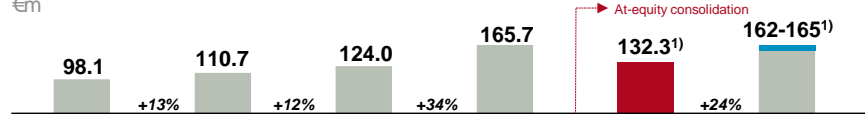
## REVENUE

€m



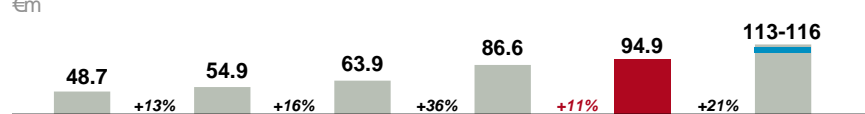
## EBIT

€m



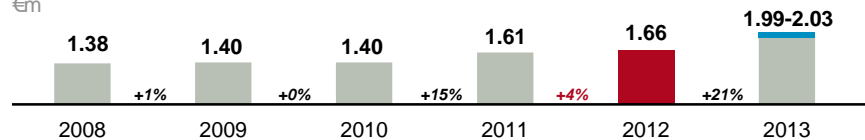
## EBT BEFORE VALUATION

€m



## FFO PER SHARE

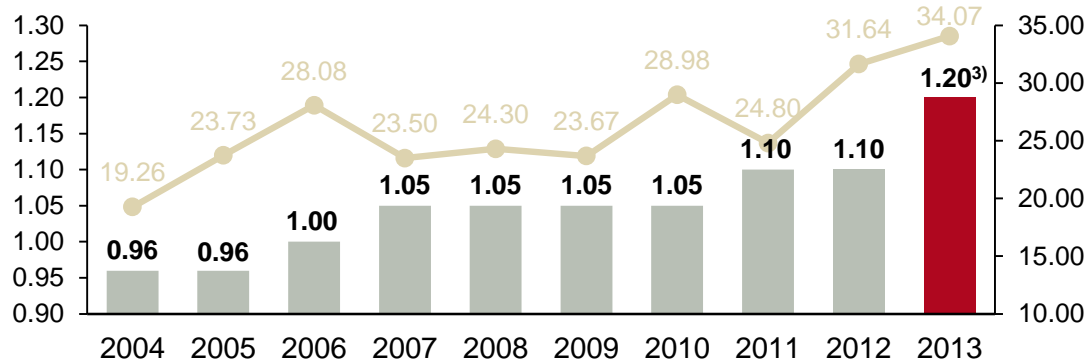
€m

CAGR<sup>2)</sup>: +19% ↗CAGR<sup>2)3)</sup>: +8% ↗

- 1) at-equity consolidation
- 2) Compound Annual Growth Rate (CAGR) 2008-2013
- 3) incl. dilution

## SHOPPING CENTER SHARES

## Dividend &amp; Performance

Dividend<sup>1)</sup>PERFORMANCE<sup>4)</sup>

		DES	DAX	EPRA <sup>5)</sup>	REX <sup>6)</sup>
1 year	(2012)	<b>+32.7%</b>	+29.1%	+29.2%	+4.6%
3 years	+51.2% =	<b>+14.8% p.a.</b>	+8.5% p.a.	+11.6% p.a.	+5.6% p.a.
5 years	+66.6% =	<b>+10.7% p.a.</b>	-1.2% p.a.	-0.8% p.a.	+6.4% p.a.
Since IPO (2001)	+171.8% =	<b>+8.7% p.a.</b>	+1.4% p.a.	+6.6% p.a.	+5.3% p.a.

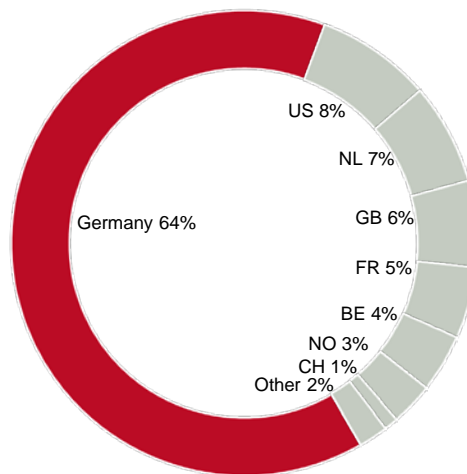
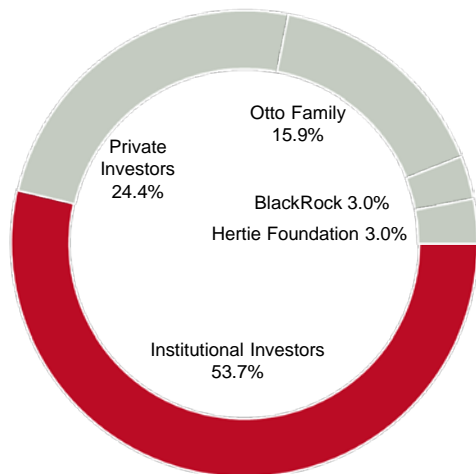


- 1) respectively paid for the previous financial year
- 2) 2013: as of 14 May 2013
- 3) proposal to the AGM
- 4) as of 31 December 2012
- 5) EPRA/NAREIT Europe
- 6) German government bonds index

## SHOPPING CENTER SHARES

Shareholder Structure<sup>1)</sup>

- 9,000 shareholders
- Free float 84.1%



1) Status: 5 May 2013



## SHOPPING CENTER SHARES

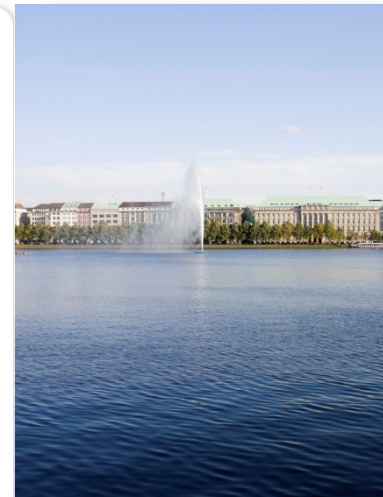
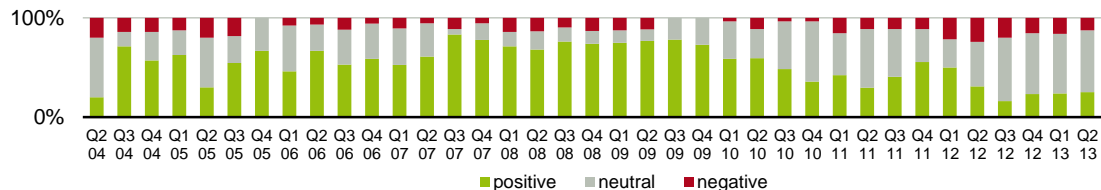
Analysts' Consensus<sup>1)</sup>

avg. / in €	2013	2014
EBIT (€ million)	175.8	178.8
FFO per share	1.94	2.02
EPS	1.99	2.06
Dividend	1.22	1.28
Price target		32.45

Status: 7 May 2013

- 24 analysts: one of the best covered real estate companies in Europe<sup>2)</sup>

Sell	Underperform	Neutral	Outperform	Buy
<ul style="list-style-type: none"> <li>▪ Green Street Advisors</li> </ul>	<ul style="list-style-type: none"> <li>▪ ABN Amro</li> <li>▪ Natixis</li> </ul>	<ul style="list-style-type: none"> <li>▪ Baader Bank</li> <li>▪ Bankhaus Lampe</li> <li>▪ Close Brothers Seydler</li> <li>▪ Commerzbank</li> <li>▪ Deutsche Bank</li> <li>▪ DZ Bank</li> <li>▪ Equinet</li> <li>▪ Hamburger Sparkasse</li> </ul>	<ul style="list-style-type: none"> <li>▪ HSBC</li> <li>▪ Independent Research</li> <li>▪ NORD/LB</li> <li>▪ Oddo</li> <li>▪ UBS</li> </ul>	<ul style="list-style-type: none"> <li>▪ Kempen &amp; Co</li> <li>▪ LFG Kronos</li> <li>▪ Bank of America Merrill Lynch</li> <li>▪ Berenberg Bank</li> <li>▪ Kepler Capital Markets</li> <li>▪ Metzler</li> <li>▪ M.M. Warburg</li> <li>▪ Societe Generale</li> </ul>



<sup>1)</sup> aggregated by DES

<sup>2)</sup> according to EPRA survey 3/2012

## SHOPPING CENTER SHARE

## 10 Reasons to Invest

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



## APPENDIX

## Key Data of the Share

Listed since	02.01.2001
Nominal capital	€53,945,536.00
Outstanding shares	53,945,536
Class of shares	Registered shares
Dividend 2012 (proposal to the AGM, 21.06.2013)	€1.20
52W High	€34.40
52W Low	€25.36
Share price (14.05.2013)	€34.07
Market capitalisation	€1.84 billion
avg. turnover per day last 12 months (XETRA)	126,500 shares
Indices	MDAX, EPRA, GPR, MSCI Small Cap, EURO STOXX, STOXX Europe 600
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: DEQn.DE
Market maker	Close Brothers Seydler



## APPENDIX

## Key Data of the Convertible Bond 1.75% 2017

Amount	€100 million
Principal amount	€100,000 per Bond
Issue date	20 Nov. 2012
Maturity date	20 Nov. 2017
Coupon	1.75%
Interest payment date	payable semi-annually in arrear on 21 May and 21 November in each year
Conversion price	€35.10
Dividend protection	Conversion Price adjustment for any dividends paid (full dividend protection)
ISIN	DE 000 A1R 0W0 5
Listing	Open Market (Freiverkehr) segment of the Frankfurt Stock Exchange



## APPENDIX

## Retail turnover Q1 2013\*

Retail sector	% change	rent-to-sales ratio in %	% of sales	% of space
Department stores	3.7	5.8	8.3	14.0
Food	2.7	6.8	9.6	6.3
Fashion textiles	-4.4	12.1	28.0	37.5
Shoes & leather goods	-8.9	5.0	5.2	6.9
Sports	-5.2	9.2	3.9	4.9
Health & Beauty	5.3	6.9	11.2	6.0
General Retail	3.5	9.2	12.3	10.9
Electronics	2.0	2.8	12.2	7.5
Services	9.1	4.5	4.6	1.6
Food catering	1.0	12.8	4.3	4.2
<b>Total***</b>	<b>0.1</b>	<b>8.7</b>	<b>100.0</b>	<b>100.0</b>

- retail turnover development abroad on a **like-for-like** basis: **-1.0%**  
DES-Portfolio overall: **-0.0%**
- absolute** turnover development: Germany **+0.1%\*\***, Abroad **-0.4%**  
DES-Portfolio overall: **+0.0%**



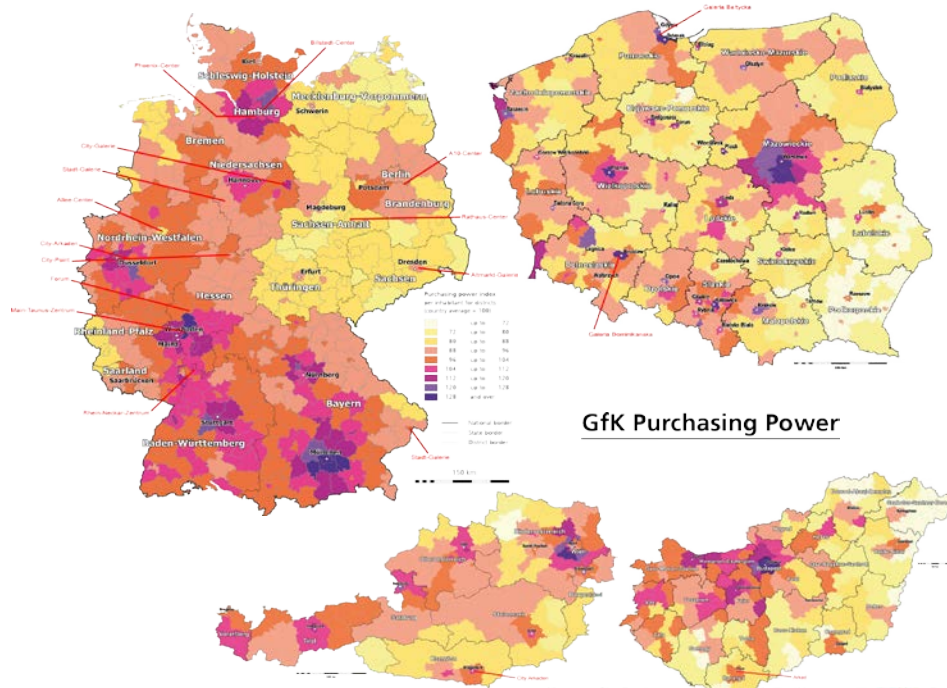
\* German centers on a like-for-like basis

\*\* compares to a turnover development of +0.4% of the overall German retail

\*\*\* Totals may include differences due to rounding

APPENDIX

# Purchasing Power Maps



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## APPENDIX

## 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 Einkaufszentrentwicklung (Shopping center development)
- 100% privately owned by the Otto family
- active in 16 European countries
- European market leader in the shopping center business
- Assets under management:
  - 185 shopping centers
  - 6 million sqm overall sales area
  - approx. 17,500 retail businesses
  - €19 billion in annual sales

## MANY INVESTORS RELY ON ECE:



## APPENDIX

## 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 are not opposing forces. Long-term thinking is part of our strategy. This includes playing our part in environmental protection.
- In 2011, 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 our centers in Germany with the renowned “ok-power” accreditation in 2011. We plan to switch the centers in other countries to green electricity as well in the next few years.
- The German centers used a total of around 59.4 million kWh of green electricity in 2011. This represented 100% of the electricity requirements in these shopping centers, which also used 1.1 kWh less than in the previous year. As a result, based on conservative calculations this meant a reduction of around 23,400 tonnes in carbon dioxide emissions – this equates to the annual CO<sub>2</sub> emissions of around 1,060 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.





## APPENDIX

## Financial Calendar

## 2013

<b>15.05.</b>	<b>Interim report Q1 2013</b>		
29.05.	Kempen & Co. European Property Seminar, Amsterdam	11.-12.09.	Bank of America Merrill Lynch Global Real Estate Conference, New York
04.06.	Roadshow Paris, Bankhaus Metzler	16.09.	UBS Best of Germany Conference, New York
06.06.	Roadshow Milan, Société Générale	23.09.	Berenberg Bank and Goldman Sachs German Corporate Conference, München
06.-07.06.	M.M. Warburg Highlights Conference, Hamburg	26.09.	Baader Investment Conference, München
<b>20.06.</b>	<b>Annual General Meeting, Hamburg</b>	24.10.	Roadshow Amsterdam, ABN AMRO
<b>14.08.</b>	<b>Interim report H1 2013</b>	<b>13.11.</b>	<b>Interim report 9M 2013</b>
		14.11.	Roadshow London, Bank of America Merrill Lynch
		27.-28.11.	Bankhaus Lampe Hamburg Investment Conference, Hamburg









## APPENDIX

## Contact

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 Web: [www.deutsche-euroshop.com](http://www.deutsche-euroshop.com)

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