

**Company Presentation** 

February 2008



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### **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

**Pure Player** 

### At a Glance



 16 shopping centers on high street and in established locations – 12 in Germany, 2 in Poland and one each in Austria, Hungary

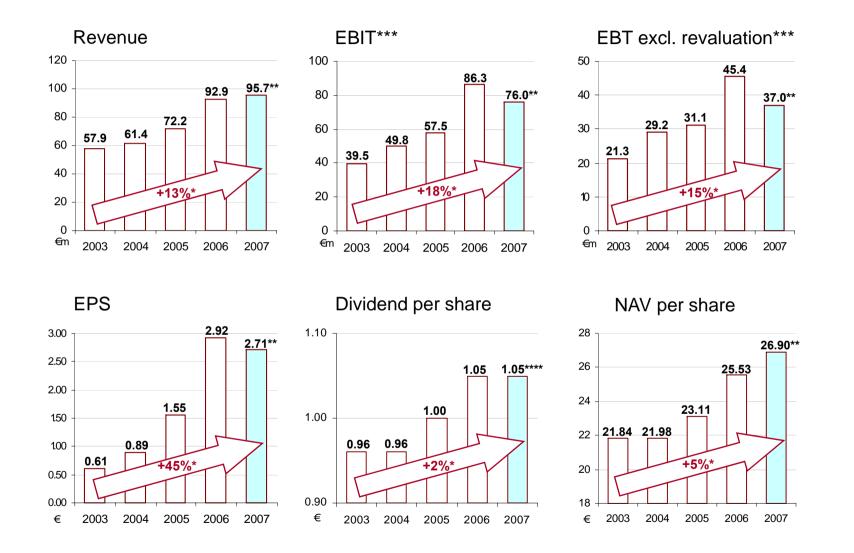
**16 Centers:** 14 in operation 2 in the pipeline

•	Lettable space	approx. 643,000 sqm
	Retail shops	approx. 1,660
	Market value	approx. €2.6 billion
	Rents per year	€167 million
	Occupancy rate	> 99%

 Professional center management by ECE, the European market leader in this industry

### **Key Figures**

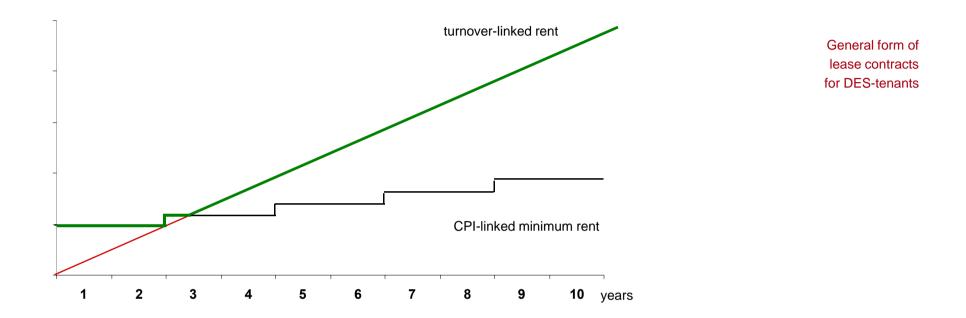




\*2003-2008, Compound Annual Growth Rate (CAGR)/\*\*preliminary results/ /\*\*\*adjusted for one-time proceeds from disposals/\*\*\*\*proposal

### Lease System I





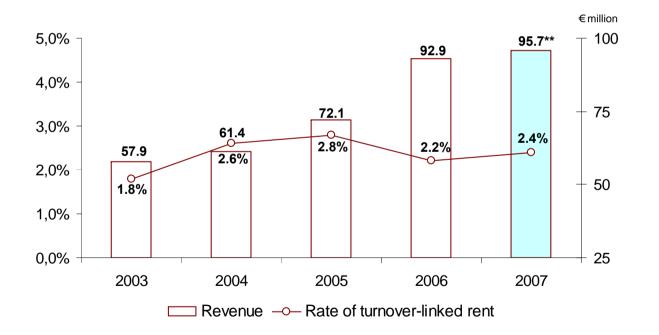
- Lease standards:
  - 10 years lease only
  - no break-up option
  - turnover-linked rents
  - minimum rents are CPI-linked, upwards only

Participation in sales growth of retail industry

### Lease System II



- avg. rent per sqm and year: €250
- avg. turnover per sqm and year: €4,700\*
- Rent-to-sales-ratio: 6.5-8.5%
- weighted maturity of rental contracts: >8 years



<sup>\*</sup>avg. German retail: €3,300 / \*\*preliminary results

### Targets

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

Main focus on NAV and dividend

Continuous growth







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# **Shopping Centers**

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### Overview









	Main-Taunus-Zentrum	Rhein-Neckar-Zentrum	Altmarkt-Galerie
Location	Frankfurt	Viernheim	Dresden
Investment	43.1%	99.9%	50.0%
Lettable space sqm	103,400	63,600	44,500
Parking	4,000	3,800	500
Number of shops	approx. 100	approx. 100	approx. 100
Occupancy rate	100%	100%	99%
Catchment area	approx. 2.2 m. inhabitants	approx. 1.4 m. inhabitants	approx. 1.0 m. inhabitants
Opening / refurbishm.	1964 / 2001-2004	1972 / 2000-2003	2002





	Phoenix-Center	Allee-Center	Forum
Location	Hamburg	Hamm	Wetzlar
Investment	50.0%	87.7%	65.0%
Lettable space sqm	39,200	35,100	34,300
Parking	1,600	1,300	1,700
Number of shops	approx. 110	approx. 85	approx. 110
Occupancy rate	99%	100%	100%
Catchment area	approx. 0.6 m. inhabitants	approx. 1.0 m. inhabitants	approx. 0.5 m. inhabitants
Opening / refurbishm.	2004	1992 / 2002-2003	2005





	Rathaus-Center	City-Galerie	City-Point
Location	Dessau	Wolfsburg	Kassel
Investment	94.9%	89.0%	40.0%
Lettable space sqm	30,600	30,000	29,500
Parking	850	800	220
Number of shops	approx. 80	approx. 90	approx. 60
Occupancy rate	98%	100%	100%
Catchment area	approx. 0.5 m. inhabitants	approx. 0.3 m. inhabitants	approx. 0.8 m. inhabitants
Opening	1995	2001	2002





Lesster	City-Arkaden	Stadt-Galerie	Stadtgalerie
Location	Wuppertal	Hameln	Passau
Investment	72.0%	94.9%	75.0%
Lettable space sqm	28,700	25,000	27,200
Parking	650	500	500
Number of shops	approx. 85	approx. 100	approx. 90
Occupancy rate	100%	100%	approx. 85%
Catchment area	approx. 0.7 m. inhabitants	approx. 0.4 m. inhabitants	approx. 0.4 m. inhabitants
Opening / refurbishm.	2001 / 2004	March 11, 2008	Autumn 2008





Location	<b>Galeria Bałtycka</b> Gdansk, Poland	<b>City Arkaden</b> Klagenfurt, Austria	<b>Árkád</b> Pécs, Hungary
Investment	74.0%	50.0%	50.0%
Lettable space sqm	47,600	36,700	35,200
Parking	900	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

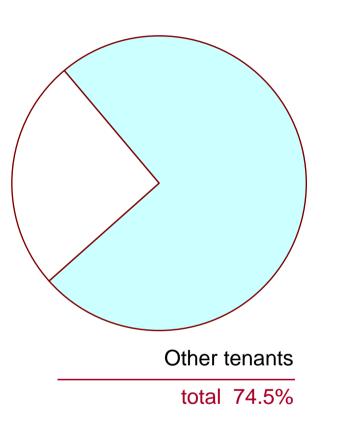
Location	Wroclaw, Poland		
Investment	33.3%		
Lettable space sqm	32,800		
Parking	900		
Number of shops	approx. 100		
Occupancy rate	100%		
Catchment area	approx. 1.3 m. inhabitants		
Opening	2001		







Metro-Group	5.0%
Douglas-Group	4.9%
Peek & Cloppenburg	3.0%
H & M	2.4%
New Yorker	2.1%
Zara	2.0%
Deichmann	1.9%
Engelhorn & Sturm	1.6%
dm - Drogeriemarkt	1.4%
Karstadt	1.2%
total	25.5%

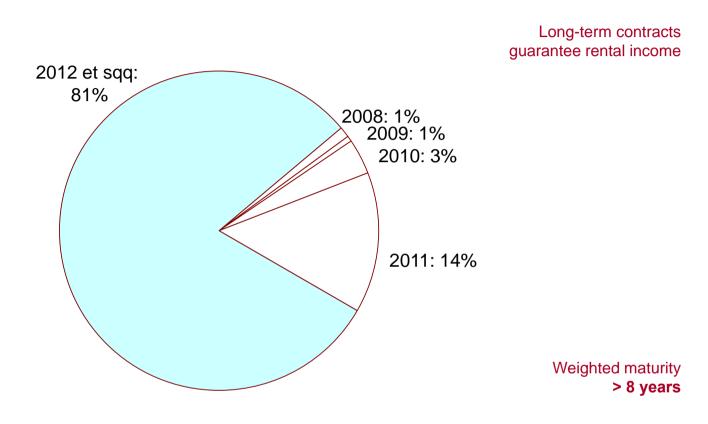


Low level of dependence on the top 10 tenants

\*in % of total rents; not including Hameln, Passau and Gdansk as at 31 Dec 2006

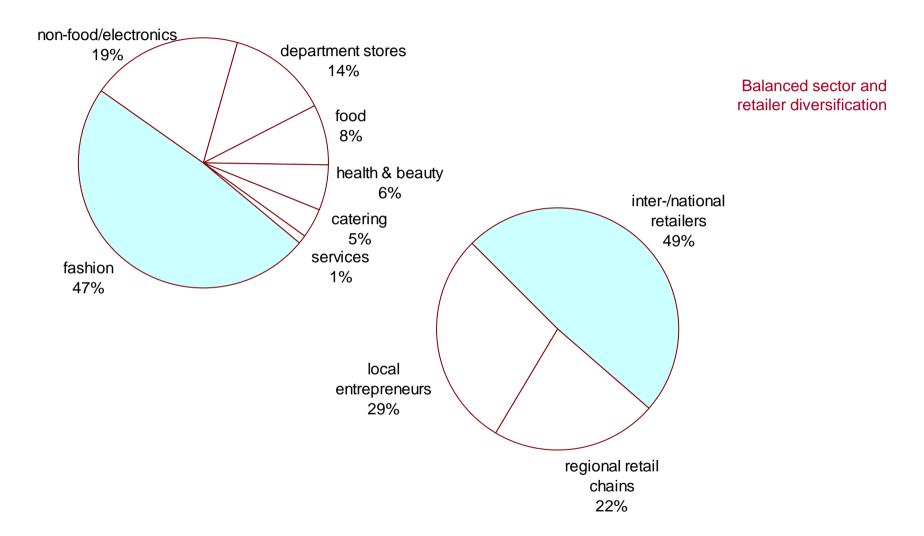
## Maturity Distribution of Rental Contracts\*





### Sector and Retailer Mix\*





\*in % of lettable space; not including Hameln, Passau and Gdansk as at 31 Dec 2006





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# Key Figures



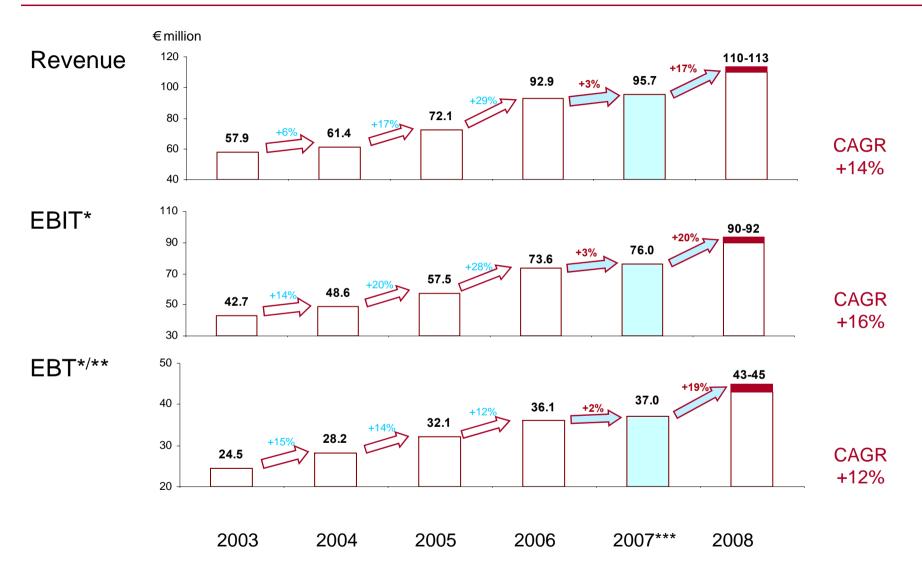
€million	01.01 31.12.2007*	01.01 31.12.2006	+/-
Revenue	95.7	92.9	3%
EBIT**	76.0	86.3	-12%
Net finance costs		-41.0	
EBT**/***	37.0	36.1	+2%
Consolidated profit	93.0	100.3	-7%
Earnings per share (€)	2.71	2.92	-7%

	30.09.2007	31.12.2006	+/-
Equity	812.5	796.3	2%
Minorities	101.0	101.6	-1%
Liabilities	858.8	797.2	8%
Total assets	1,850.1	1,796.2	3%
Equity ratio (%)****	49.4	50.0	
Gearing (%)	102	100	
Cash and cash equivalents	63.1	96.9	-35%

\*preliminary results/\*\*adjusted for one-time proceeds from disposals/\*\*\*excluding measurement gains and losses/\*\*\*\*incl. minorities

### Forecast 2008





\*adjusted for one-time proceeds from disposals/\*\*excluding measurement gains and losses/\*\*\*preliminary results



Company Shopping Centers

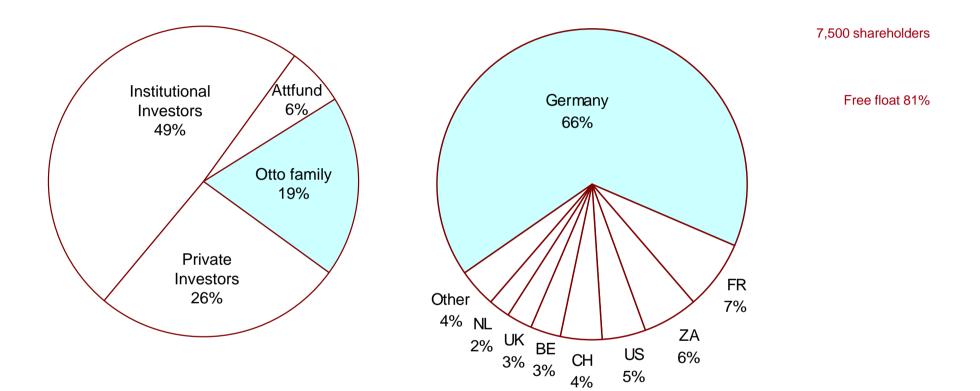
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### Performance

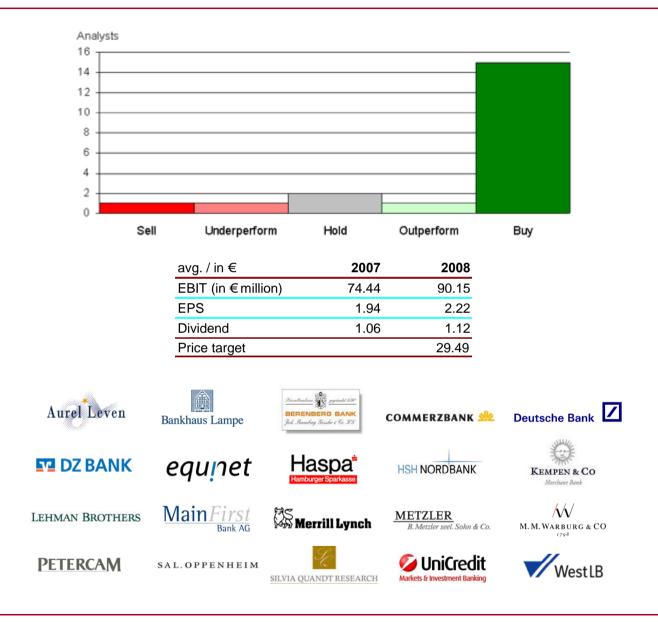




\*probable proposal/\*\*Status: 19 Feb 2008

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Status: 19 Feb 2008

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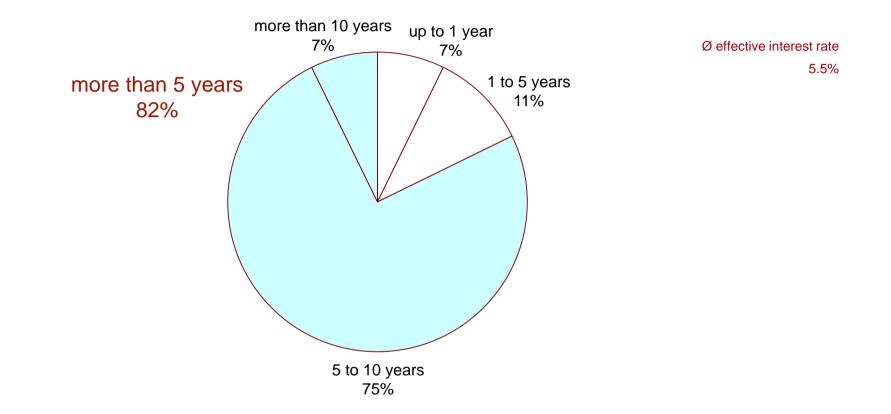
Shopping Center Share

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Listed since	02.01.2001
Nominal capital	€34,374,998
Outstanding shares	34,374,998
Class of shares	Registered shares
Dividend 2006 (22.06.2007)	€1.05
52W High	€30.68
52W Low	€21.00
Share price (19.02.2008)	€25.15
Market capitalisation	€865 million
avg. turnover per day 2007	144,000 shares
Indices	MDAX, EPRA, GPR, MSCI Small Cap
Official market	Prime Standard Frankfurt and XETRA
OTC market	Berlin-Bremen, Düsseldorf, Hamburg, Hanover, Munich und Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQGn.DE
Market makers	Close Brothers Seydler, WestLB





Status: 31 Dec 2006



27.02.	HSBC Trinkaus Real Estate	27.05.	Roadshow Munich, Sal. Oppenheim
	Conference, Frankfurt	28.05.	Roadshow Liechtenstein, Metzler
27.02.	Roadshow Madrid, M.M. Warburg	28.05.	Kempen European Property Seminar,
28.02.	Roadshow Lisbon, Bankhaus Lampe		Amsterdam
18.04.	Annual earnings press conference,	17.06.	UniCredit Financials Conference,
	Hamburg		Stockholm
2124.04.	Roadshow USA, Dresdner Kleinwort	19.06.	General Annual Meeting, Hamburg
21.04.	Roadshow Paris, Deutsche Bank	14.08.	Interim report H1 2008
22.04.	WestLB Real Estate Day, New York	25.08.	Roadshow Copenhagen, Kempen & Co.
22.04.	Roadshow Zurich, Commerzbank	0405.09	EPRA Annual Conference, Stockholm
23.04.	Roadshow Frankfurt, Deutsche Bank	17.09.	Roadshow London, Lehman Brothers
24.04.	Roadshow London, Berenberg	18.09.	Roadshow Paris, MainFirst
25.04.	Roadshow Dublin, equinet	23.09.	UniCredit German Investment
14.05.	Interim report Q1 2008		Conference, Munich
16.05.	Commerzbank Real Estate Conference,	0607.10.	Expo Real, Munich
	Frankfurt	2021.10.	Real Estate Share Initiative, Frankfurt
20.05.	Roadshow Vienna, equinet	12.11.	WestLB Deutschland Conference,
20.05.	Roadshow Brussels, DZ Bank		Frankfurt
21.05.	Roadshow Geneva, UBS	14.11.	Interim report Q1-3 2008



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