



# Company Presentation "The Third Place"

# 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

**Pure Player** 

 17 shopping centers on high street and in established locations – 13 in Germany, 2 in Poland and one each in Austria and Hungary

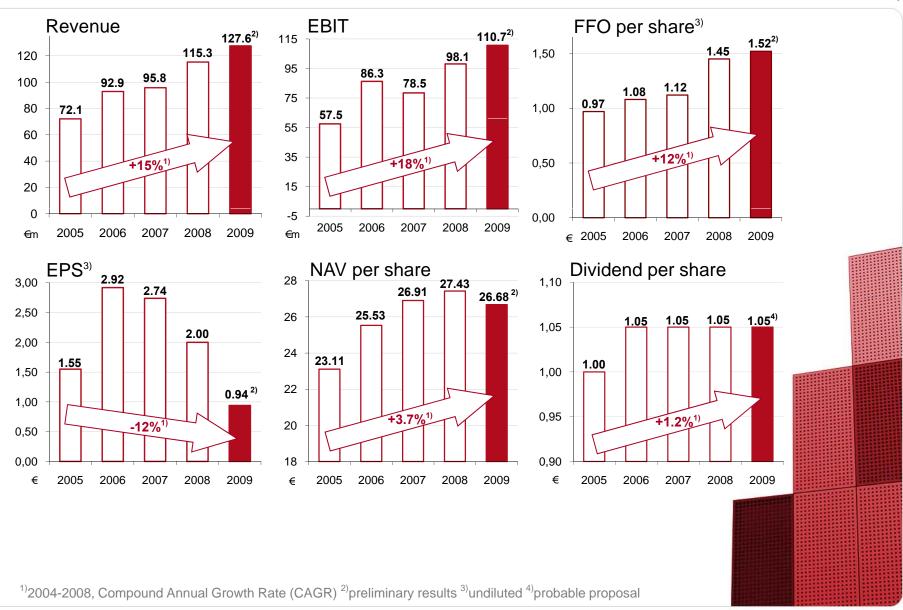
•	Lettable space	approx. 815,000 sqm*
	Retail shops	approx. 2,055*
	Market value	approx. €3.1 billion*
	Rents per year	€208 million*
	Occupancy rate	> 99%

- 2009 portfolio valuation: 5.82%\*\* net initial yield FFO yield 2009: approx. 6.4%\*\*
- Professional center management by ECE, the European market leader in this industry

\*incl. development/expansion of Wildau, Dresden and Sulzbach, 100%-view/\*\*preliminary results

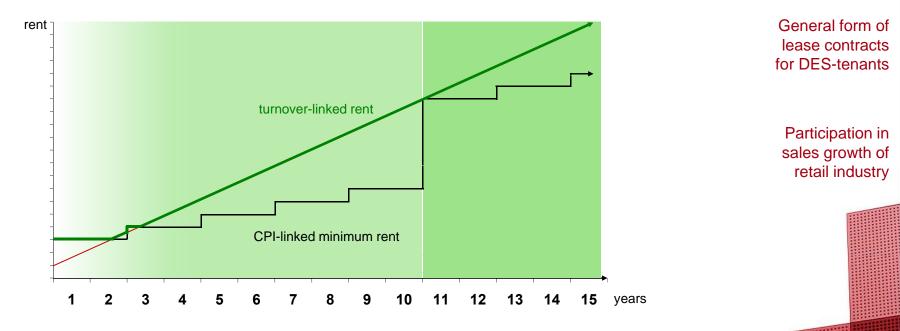
#### Company | Key Figures

DES Deutsche EuroShop



### Company | Lease System

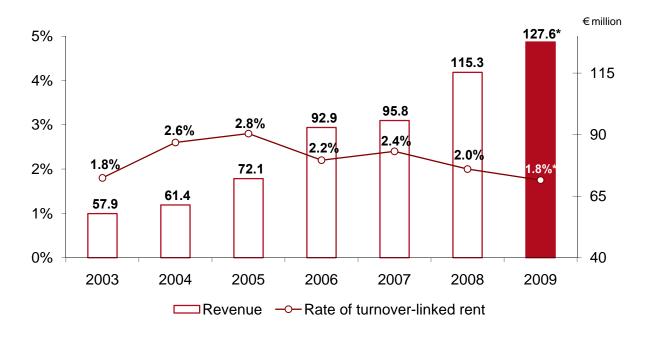




- Lease standards:
  - 10 years lease only
  - no break-up option
  - turnover-linked rents
  - minimum rents are CPI-linked

### Company I 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: >7 years



avg. German retail: €3,330

\*preliminary results

## I Company I Targets

- Long term net asset value enhancement
- "buy & hold"-strategy
- Stable and attractive dividends Dividend yield: currently 4.5%
- 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
  - by expanding holdings



Main focus on NAV and dividend

Continuous growth

#### Shopping Centers | Overview





#### Shopping Centers I Germany





Location	A10 Center Wildau/Berlin	Main-Taunus-Zentrum Sulzbach/Frankfurt	Altmarkt-Galerie Dresden
Investment	100%	43.1%	50.0%
Lettable space sqm	120,000*	117,000**	76,500**
Parking	4,000*	4,500**	500
Number of shops	approx. 180*	approx. 180**	approx. 220**
Occupancy rate	100%	100%	99%
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

\*incl. new development (A10 Triangle, opening spring 2011) \*\*incl. expansion (MTZ opening autumn 2011 / Dresden opening spring 2011)

# Shopping Centers I Germany



	Rhein-Neckar-Zentrum	Phoenix-Center	Allee-Center
Location	Viernheim	Hamburg	Hamm
Investment	99.9%	50.0%	88.9%
Lettable space sqm	69,000	38,700	34,600
Parking	3,500	1,600	1,300
Number of shops	approx. 100	approx. 110	approx. 85
Occupancy rate	100%	100%	100%
Catchment area	approx. 1.4 m. inhabitants	approx. 0.6 m. inhabitants	approx. 1.0 m. inhabitants
Opening / refurbishm.	1972 / 2003	2004	1992 / 2003 / 2009

# Shopping Centers | Germany





	Forum	Rathaus-Center	City-Galerie
Location	Wetzlar	Dessau	Wolfsburg
Investment	65.0%	94.9%	89.0%
Lettable space sqm	34,300	30,400	30,700
Parking	1,700	850	800
Number of shops	approx. 110	approx. 80	approx. 95
Occupancy rate	100%	98%	100%
Catchment area	approx. 0.5 m. inhabitants	approx. 0.5 m. inhabitants	approx. 0.3 m. inhabitants
Opening / refurbishm.	2005	1995	2001 / 2006

# Shopping Centers | Germany



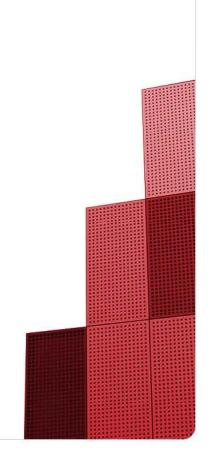
	City-Point	City-Arkaden	Stadtgalerie
Location	Kassel	Wuppertal	Passau
Investment	90.0%	72.0%	75.0%
Lettable space sqm	28,100	28,700	27,300
Parking	220	650	500
Number of shops	approx. 70	approx. 85	approx. 90
Occupancy rate	100%	100%	100% 🚺
Catchment area	approx. 0.8 m. inhabitants	approx. 0.7 m. inhabitants	approx. 0.4 m. inhabitants
Opening / refurbishm.	2002 / 2009	2001 / 2004	2008

# Shopping Centers | Germany





	Stadt-Galerie
Location	Hameln
Investment	94.9%
Lettable space sqm	25,900
Parking	500
Number of shops	approx. 100
Occupancy rate	100%
Catchment area	approx. 0.4 m. inhabitants
Opening / refurbishm.	2008



# Shopping Centers | Europe



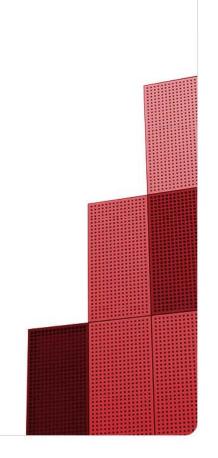
Location	<b>Galeria Bałtycka</b> Gdansk, Poland	<b>City Arkaden</b> Klagenfurt, Austria	<b>Árkád</b> Pécs, Hungary
Investment	74.0%	50.0%	50.0%
Lettable space sqm	48,500	36,800	35,200
Parking	1.050	880	850
Number of shops	approx. 200	approx. 120	approx. 130
Occupancy rate	100%	100%	100%
Catchment area	approx. 1.1 m. inhabitants	approx. 0.4 m. inhabitants	approx. 0.5 m. inhabitants
Opening	2007	2006	2004

# Shopping Centers I Europe





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



## I Shopping Centers I Acquisition of A10 Center Wildau







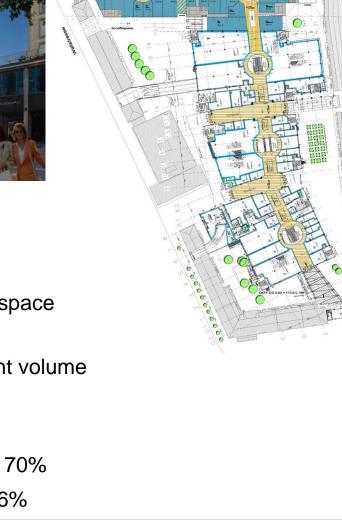
- grand opening: autumn 1996, new development (A10 Triangle): spring 2011
- approx. 120,000 sqm lettable space (incl. Triangle), thereof 66,000 sqm retail space
- one of the biggest shopping centers in Germany
- Total investment: approx. €265 million (incl. Triangle)
- 43% equity, 57% debt
- expected annualised rents from 2011 €19.4 million
- expected gross yield (incl. Triangle): 7.3%
- expected net initial yield (NOI, incl. Triangle): 6.5%

# I Shopping Centers I Expansion of the Altmarkt-Galerie Dresden





- lettable area: additional 32,000 m<sup>2</sup> (currently 44,500 m<sup>2</sup>)
- 90 new shops
- expansion includes 2,900 m<sup>2</sup> office space and 5,300 m<sup>2</sup> for a hotel (signed)
- Approx. €165 million total investment volume (approx. €82.5 million for DES)
- opening planned for spring 2011
- Jan 2010 pre-letting status: approx. 70%
- expected net initial yield: approx. 5.6%



# I Shopping Centers I Expansion of the Main-Taunus-Zentrum





- selling area: additional 12,000 m<sup>2</sup> (currently 79,000 m<sup>2</sup>)
- 70 new shops
- approx. €72 million total investment volume (approx. €31 million for DES)
- opening planned for autumn 2011
- Jan 2010 pre-letting status: approx. 35%
- expected net initial yield: approx. 8.9%



#### I Shopping Centers I Our Tenants

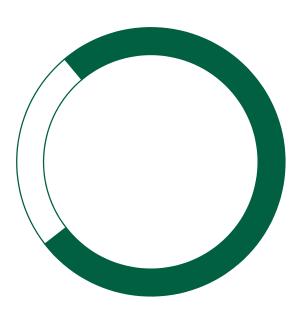


# Shopping Centers I Tenants Structure Top 10 tenants\*



Low level of dependence on

Metro-Group 5.1% Douglas-Group 4.6% Peek & Cloppenburg 2.7% H&M 2.2% Inditex 2.0% New Yorker 1.9% 1.9% Deichmann dm-Drogeriemarkt 1.4% REWE 1.3% Engelhorn & Sturm 1.3% total 24.4%

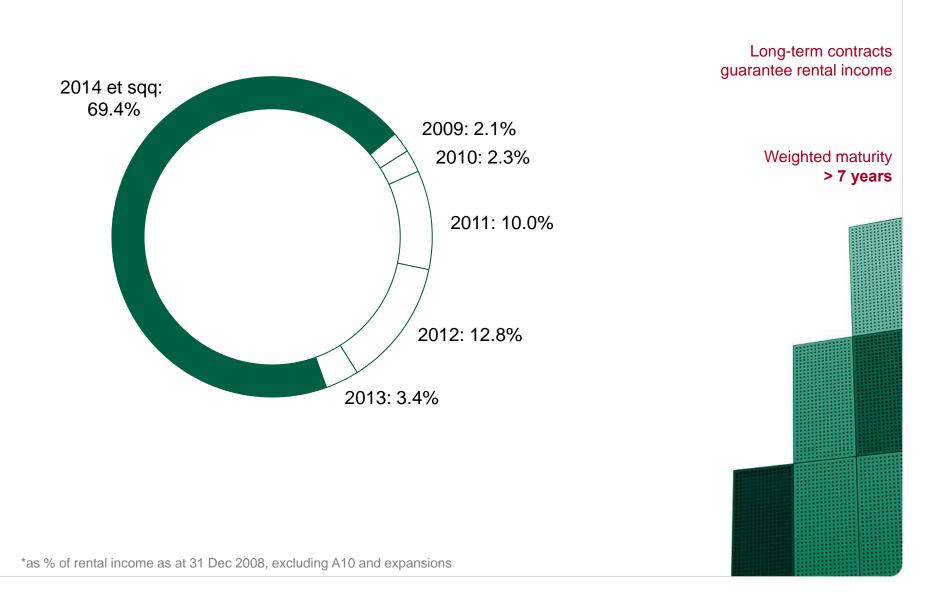


Other tenants total 75.6%

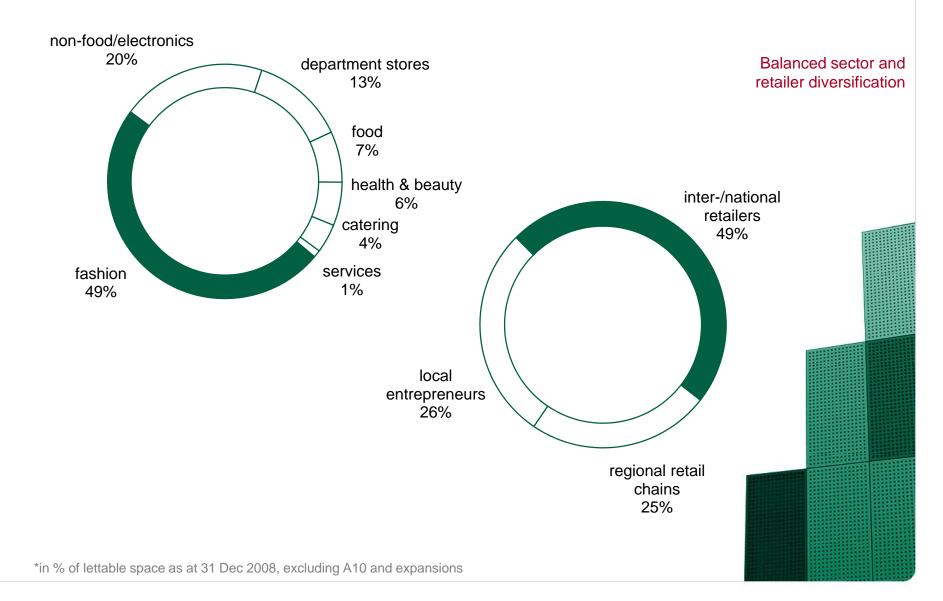


\*in % of total rents as at 31 Dec 2008, excluding A10 and expansions





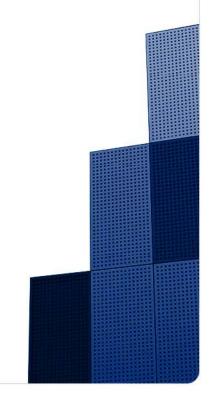






€million	01.01 31.12.2009*	01.01 31.12.2008	+/-
Revenue	127.6	115.3	11%
Net operating income	114.4	102.2	12%
ЕВІТ	110.7	98.1	13%
Net finance costs	-55.9	-48.2	-16%
EBT	41.2	87.0	-53%
Consolidated profit	33.9	68.9	-51%
FFO per share (€)**	1.52	1.45	5%
Earnings per share (€)**	0.94	2.00	-53%

€million	30.09.2009	31.12.2008	+/-
Total equity	1,051.1	977.8	7%
Interest bearing debt	925.4	899.8	3%
Other debt	44.1	47.0	-6%
Total assets	2,110.6	2,006.8	5%
Equity ratio	49.8%	48.7%	
LTV ratio	45.6%	46.1%	



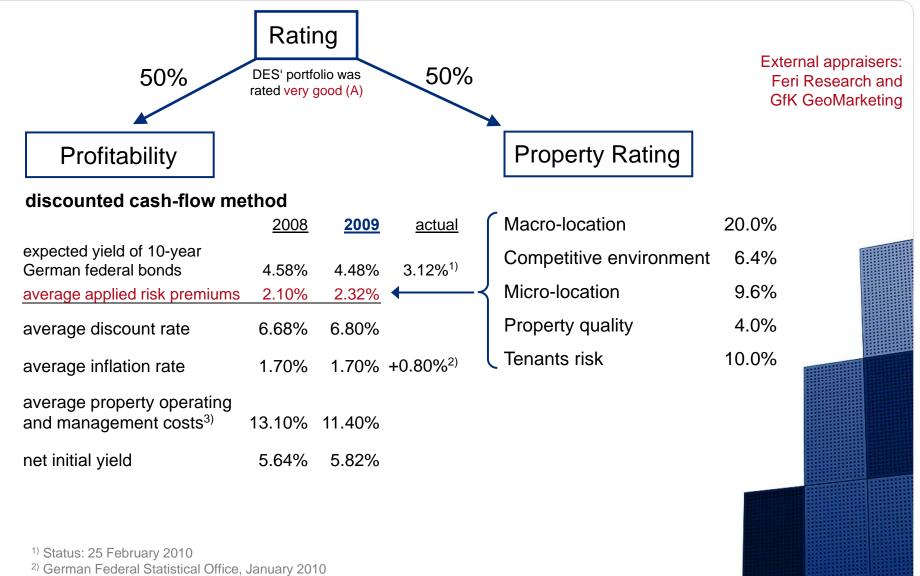
\*preliminary results/\*\*undiluted

Interest lockin	Duration	Principle amounts (€ thousand)	Share of total loan	avg. interest rate	bank debt: €894 million
Up to 1 year	1.0	59,485	6.6%	5.93%	avg. interest rate 5.33%
1 to 5 years	4.7	348,155	38.9%	5.28%	0.007
5 to 10 years	7.2	367,405	41.1%	5.38%	Weighted maturity 7.0 years
Over 10 years	17.3	119,900	13.4%	5.05%	
Total	7.0	894,945	100%	5.33%	

\*as of 31 December 2008

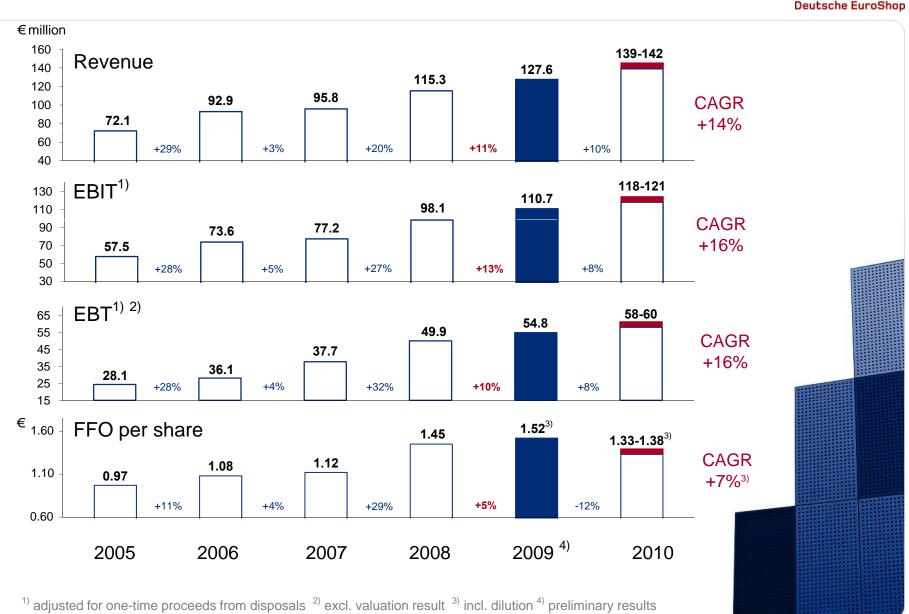
#### Financials I Valuation – Investment Properties





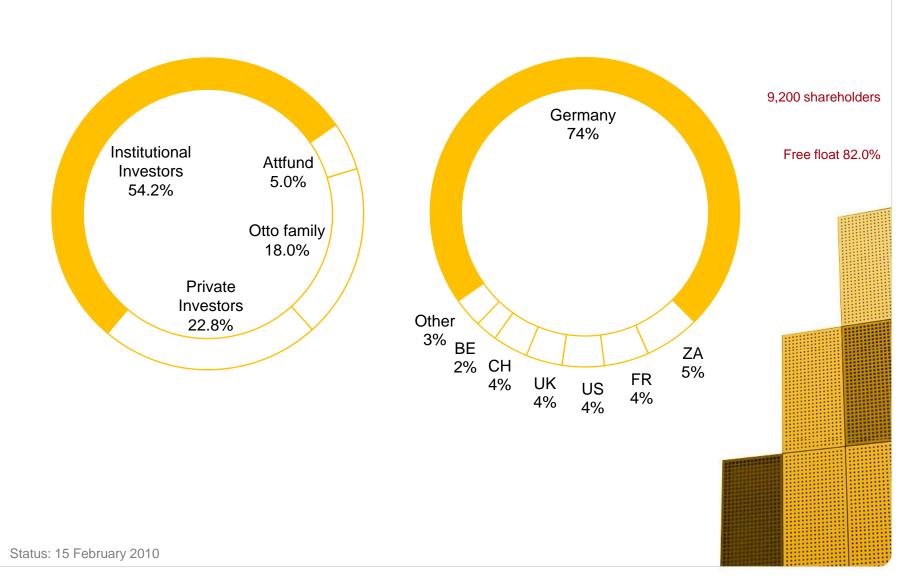
<sup>3)</sup> Investment properties

#### Financials | Forecast



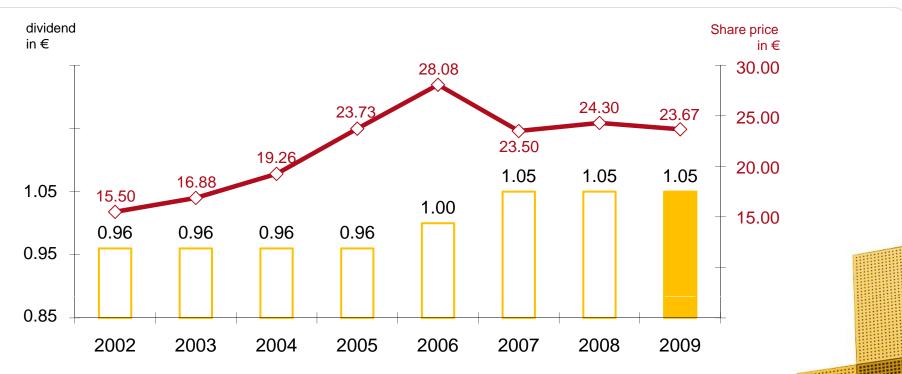
#### Shopping Center Share | Shareholder Structure





#### Shopping Center Share I Dividend & Performance

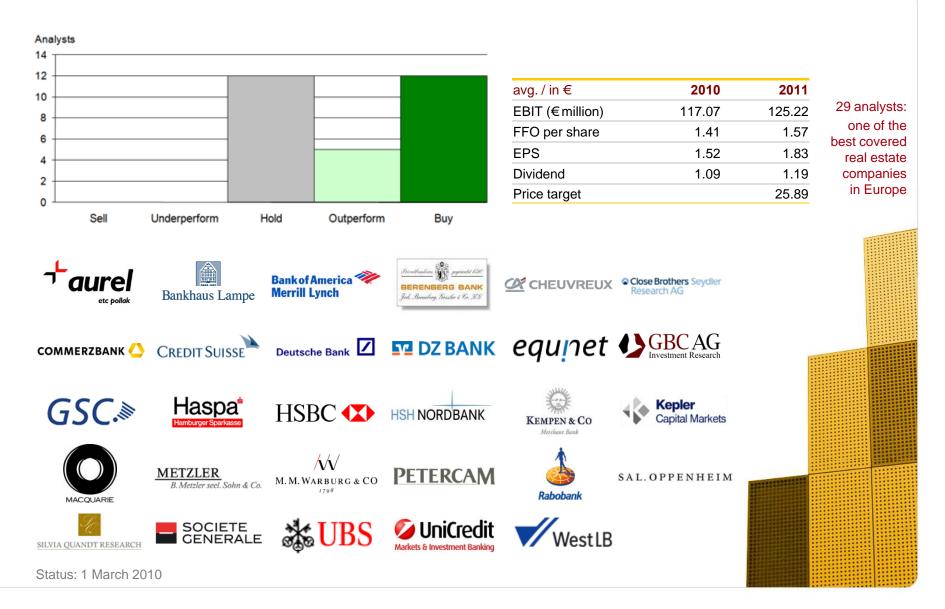




<u>Performance</u>					
DES:	DAX:				
5 years:	+51.3% =	+8.6%	p.a.	+7.0% p.a.	
3 years:	-4.2% =	-1.4%	p.a.	-3.3% p.a.	
1 year (2	+1.7%		+23.9%		

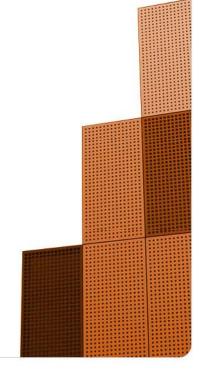
#### Shopping Center Share I Analysts' Consensus







Listed since	02.01.2001
Nominal capital	€44,114,578.00
Outstanding shares	44,114,578
Class of shares	Registered shares
Dividend 2009 (18.06.2009)	€1.05*
52W High	€25.34
52W Low	€18,66
Share price (26.02.2010)	€23.28
Market capitalisation	€1.0 billion
avg. turnover per day last 12 months	121,000 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



\*probable proposal

# Appendix I Financial Calendar 2010



02.03.	Roadshow Geneva, Metzler
03.03.	Roadshow Milan, Deutsche Bank
09.03.	Roadshow Paris, Aurel
10.03.	Roadshow Vienna, M.M. Warburg
16.03.	Roadshow Munich, BoA Merrill Lynch
22.03.	Roadshow Madrid, Bankhaus Lampe
23.03.	Roadshow Lisbon, Bankhaus Lampe
2021.04.	Credit Suisse Global Real Estate Conference, London
30.04.	Annual earnings press conference, Hamburg
)3.05.	Roadshow Zurich, UBS
)5.05.	Roadshow Helsinki, equinet
06.05.	Roadshow Copenhagen, CA Cheuvreux
12.05.	Interim report Q1 2010
26.05.	Kempen & Co European Property Seminar, Amsterdam
27.05.	Société Générale European Mid and Small Caps Conference, Nice
)9.06.	Metzler Property Day, Frankfurt
17.06.	Annual General Meeting, Hamburg
12.08.	Interim report H1 2010
13.08.	Roadshow London, UniCredit
19.10.	Real Share Initiative, Frankfurt
11.11.	Interim report Q1-3 2010

#### Appendix I Contact



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