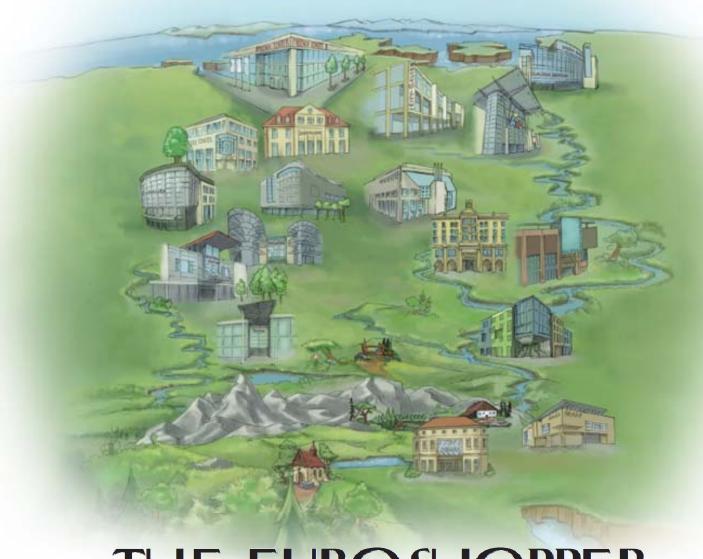


11/10

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THE EUROSHOPPER



## Company I 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





## Company I 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. 842,000 sqm\*
 Retail shops approx. 2,145\*
 Market value approx. €3.3 billion\*
 Rents per year €219 million\*
 Occupancy rate > 99%

- 2009 portfolio valuation: 5.82% net initial yield
   FFO yield 2009: approx. 6.3%
- Professional center management by ECE,
   the European market leader in this industry

<sup>\*</sup>incl. development/extension of Wildau, Dresden and Sulzbach, 100%-view

## Company I Key Figures



27.43

2008

26.63

2009

26.91

+3.6%1)

2007

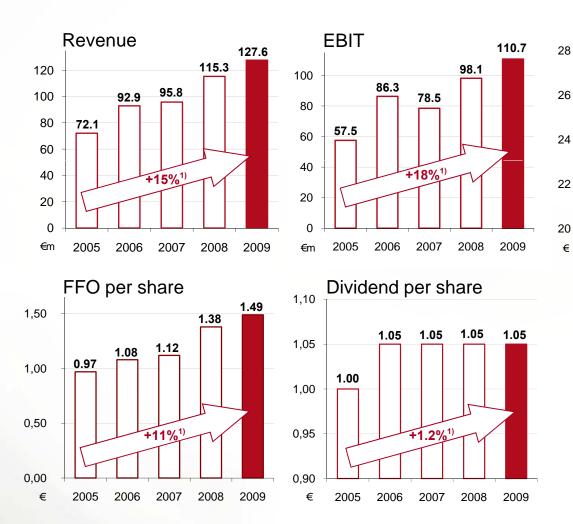
NAV per share

25.53

2006

23.11

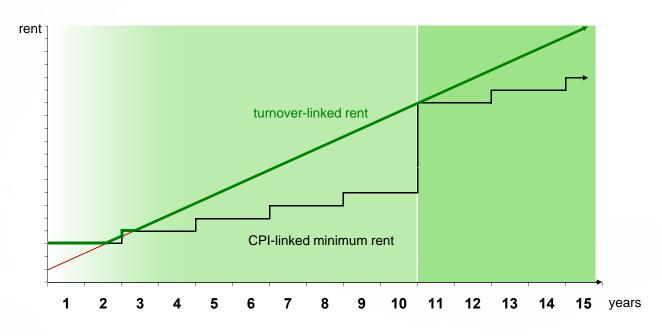
2005



<sup>1)2005-2009,</sup> Compound Annual Growth Rate (CAGR)

## Company I Lease System





General form of lease contracts for DES-tenants

Participation in sales growth of retail industry

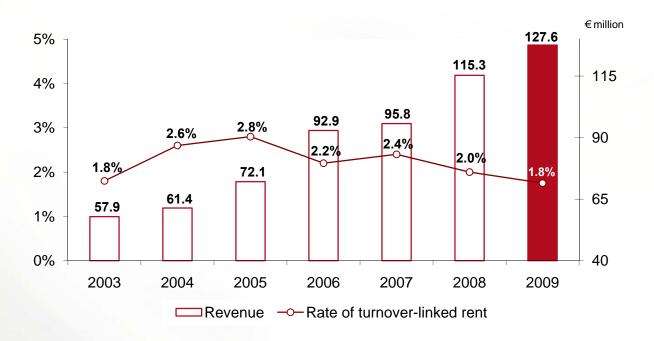
- Lease standards:
  - 10 years lease only
  - no break-up option
  - turnover-linked rents
  - minimum rents are CPI-linked



## 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: 6.7 years



avg. German retail: €3,330



## Company I Targets



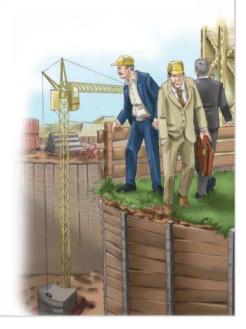
Long term net asset value enhancement

Main focus on NAV and dividend

"buy & hold"-strategy

Continuous growth

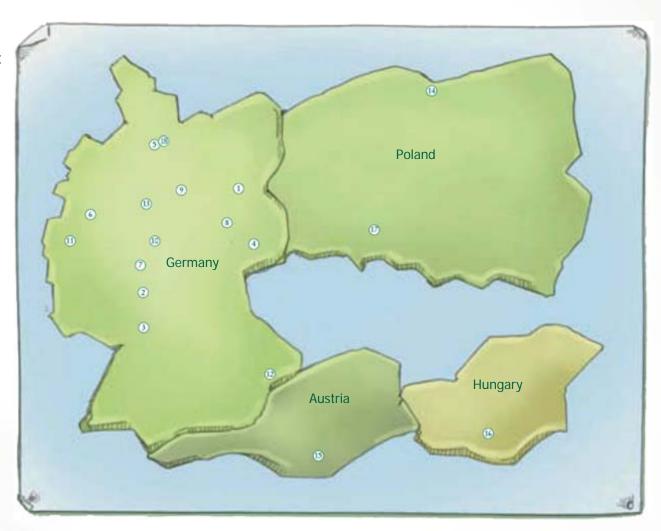
- Stable and attractive dividends
   Dividend yield: currently 3.8%
- Investment-focus: Germany and up to 25% Europe
- Portfolio extension by 10% per year
  - by acquisition of new shopping centers
  - by increasing existing amounts of holdings
  - by expansion of portfolio centers



## Shopping Centers I Overview



- 1. Wildau/Berlin
- 2. Sulzbach/Frankfurt
- 3. Viernheim
- 4. Dresden
- 5. Hamburg
- 6. Hamm
- 7. Wetzlar
- 8. Dessau
- 9. Wolfsburg
- 10. Kassel
- 11. Wuppertal
- 12. Passau
- 13. Hameln
- 14. Gdansk
- 15. Klagenfurt
- 16. Pécs
- 17. Wroclaw
- 18. Hamburg











	A10 Center	Main-Taunus-Zentrum	Altmarkt-Galerie
Location	Wildau/Berlin	Sulzbach/Frankfurt	Dresden
Investment	100%	43.1%	67.0%
Lettable space sqm	120,000*	117,000**	76,500**
Parking	3,800*	4,500**	500
Number of shops	approx. 180*	approx. 180**	approx. 220**
Occupancy rate	100%	100%	100%
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

<sup>\*</sup>incl. new development (A10 Triangle, opening spring 2011)

<sup>\*\*</sup>incl. extension (MTZ opening autumn 2011 / Dresden opening spring 2011)









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









	Allee-Center	Forum	Rathaus-Center
Location	Hamm	Wetzlar	Dessau
Investment	88.9%	65.0%	94.9%
Lettable space sqm	34,000	34,300	30,400
Parking	1,300	1,700	840
Number of shops	approx. 85	approx. 110	approx. 80
Occupancy rate	100%	100%	98%
Catchment area	approx. 1.0 m. inhabitants	approx. 0.5 m. inhabitants	approx. 0.5 m. inhabitants
Opening / refurbishm.	1992 / 2003 / 2009	2005	1995









	City-Galerie	City-Point	City-Arkaden
Location	Wolfsburg	Kassel	Wuppertal
Investment	89.0%	100%	100%
Lettable space sqm	30,800	28,200	28,700
Parking	800	220	650
Number of shops	approx. 90	approx. 70	approx. 80
Occupancy rate	100%	100%	100%
Catchment area	approx. 0.3 m. inhabitants	approx. 0.8 m. inhabitants	approx. 0.7 m. inhabitants
Opening / refurbishm.	2001 / 2006	2002 / 2009	2001 / 2004







	Stadtgalerie	Stadt-Galerie
Location	Passau	Hameln
Investment	75.0%	94.9%
Lettable space sqm	27,300	25,900
Parking	500	500
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



# 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	39,500	36,900	35,000
Parking	1.000	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 | Europe





#### Galeria Dominikanska

**Location** Wroclaw, Poland

Investment 33.3%

Lettable space sqm 32,000

Parking 900

**Number of shops** approx. 100

Occupancy rate 100%

**Catchment area** approx. 1.3 m. inhabitants

Opening 2001



## Shopping Centers I Acquisition of Billstedt-Center



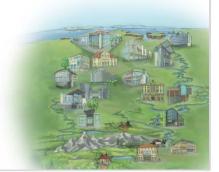






- originally opened in 1969 and 1977, reopening: 1996 (after a major refurbishment and expansion)
- approx. 40,000 sqm retail space on 2 levels (incl. Karstadt which is owned by a third party)
- 735,000 people are living in the catchment area
- occupancy rate: 100% (incl. office and residential)
- investment: approx. €160 million
- expected annualised rents for 2011: approx. €11 million
- expected gross yield (2011): 6.9%
- expected net initial yield (2011): 6.0%



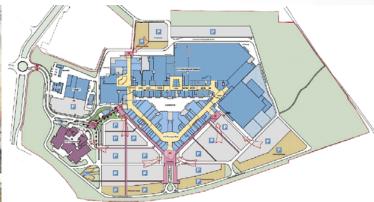


#### DES Deutsche EuroShon

#### Shopping Centers I Acquisition of A10 Center Wildau







- one of the biggest shopping centers in Germany
- grand opening: autumn 1996,
   new development (A10 Triangle): spring 2011
- approx. 120,000 sqm lettable space (incl. Triangle), thereof 66,000 sqm retail space
- Total investment: approx. €265 million (incl. Triangle)
- Nov 2010 (pre-)letting status: 100%, Triangle approx. 90%
- expected annualised rents from 2011 €19.4 million
- expected gross yield (incl. Triangle): 7.3%
- expected net initial yield (NOI, incl. Triangle): 6.5%



#### DES Deutsche EuroShop

#### Shopping Centers | Extension Altmarkt-Galerie Dresden



- lettable area: additional 32,000 m² (currently 44,500 m²)
- 90 new shops
- extension includes 2,900 m² office space and 5,300 m² for a hotel (signed)
- Approx. €165 million total investment volume (approx. €110 million for DES)
- opening planned for spring 2011
- Nov 2010 pre-letting status: approx. 85%
- expected net initial yield: approx. 5.6%





# DE5

## Shopping Centers I 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. €32 million for DES)
- opening planned for autumn 2011
- Nov 2010 pre-letting status: approx. 70%
- expected net initial yield: approx. 8.9%





## Shopping Centers I Our Tenants













Well-known tenants



















VERO MODA

























































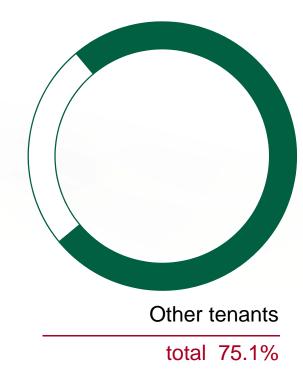
Retail sector	% change in 2009	rent-to-sales ratio in %	% of sales	% of space
Department stores	-7.7	5.4	6.1	13.7
Food	-2.4	6.2	10.7	7.3
Fashion textiles	-3.4	11.6	28.6	36.5
Shoes & leather goods	-0.1	13.2	4.9	6.4
Sports	0.0	8.6	4.3	5.5
Health & Beauty	-1.4	7.1	11.1	6.2
General Retail	-3.3	9.9	10.7	10.9
Electronics	-1.2	2.4	16.0	8.4
Services	4.1	4.9	3.6	1.3
Food catering	-3.7	13.1	4.1	3.9
Total	-2.5	8.3	100.0	100.0

<sup>\*</sup>all German centers on a like-for-like basis (10 centers with a 2009 turnover of €1.5 billion, excluding Billstedt)

## Shopping Centers | Tenants Structure Top 10 tenants\*



		4.007
	Metro-Group	4.6%
•	Douglas-Group	4.6%
•	Peek & Cloppenburg	2.5%
•	H&M	2.5%
•	New Yorker	2.2%
•	Inditex	2.0%
•	Deichmann	2.0%
•	C&A	1.8%
•	dm-Drogeriemarkt	1.4%
•	Esprit	1.3%
	total	24.9%

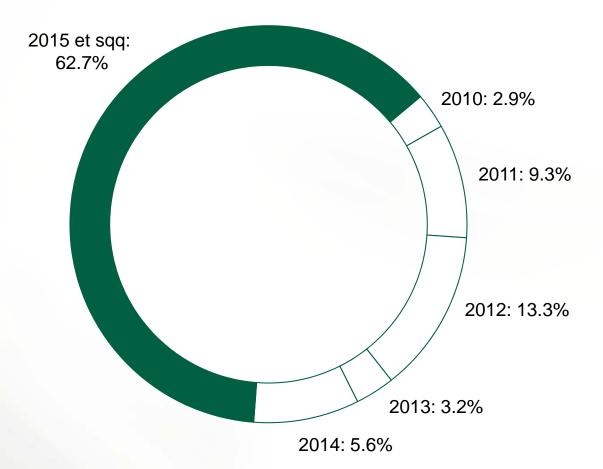


Low level of dependence on the top 10 tenants

ions

<sup>\*</sup>in % of total rents as at 31 Dec 2009, excluding A10, Billstedt and extensions

# Shopping Centers | Maturity Distribution of Rental Contracts\* Deutsche EuroShop



Long-term contracts guarantee rental income

Weighted maturity **6.7 years** 



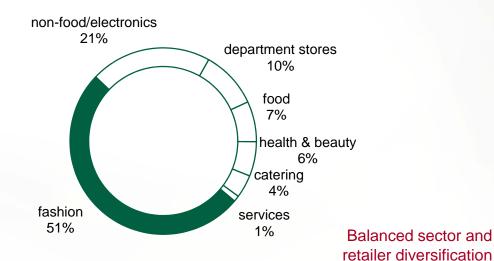
\*as % of rental income as at 31 Dec 2009, excluding A10, Billstedt and extensions

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## Shopping Centers I Sector and Retailer Mix\*









\*in % of lettable space as at 31 Dec 2009, excluding A10, Billstedt and extensions



# Financials | Key Figures 9M 2010

€million	01.0130.09.2010	01.0130.09.2009	+/-
Revenue	106.6	94.4	13%
Net operating income	94.9	83.8	13%
ЕВІТ	91.5	80.9	13%
Net finance costs	-44.6	-41.6	-7%
EBT before valuation	46.9	39.3	20%
Valuation result	-0.7	6.9	-110%
EBT	46.3	46.2	0%
Consolidated profit	38.3	38.5	0%
FFO per share (€)	1.06	1.07	-1%
Earnings per share (€)	0.87	1.05	-17%

€million	30.09.2010	31.12.2009	+/-
Total equity	1,172.4	1,044.4	12%
Interest bearing debt	1,091.0	934.2	17%
Other debt	56.5	48.0	18%
Total assets	2,410.4	2,112.1	14%
Equity ratio	48.6%	49.5%	
LTV ratio	47%	46%	



## Financials I Loan Structure\*



Interest lockin	Duration	Principle amounts (€ thousand)	Share of total loan	avg. interest rate
Up to 1 year	1.0	13,399	1.4%	5.27%
1 to 5 years	4.3	424,071	45.7%	5.48%
5 to 10 years	7.8	382,151	41.1%	5.10%
Over 10 years	16.8	109,400	11.8%	5.06%
Total 2009	7.1	929,022	100%	5.27%
Total 2008	7.0	894,945		5.33%

bank debt: €929 million

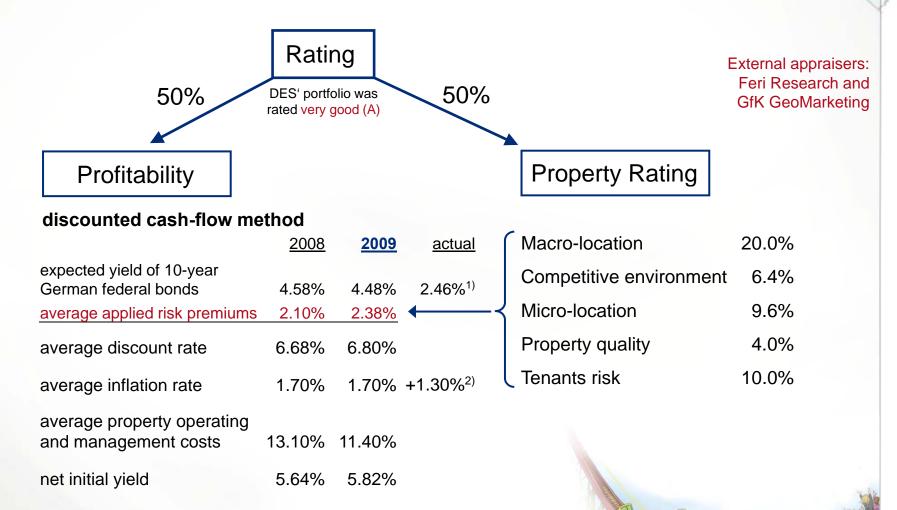
avg. interest rate 5.27%

Weighted maturity 7.1 years



## Financials I Valuation – Investment Properties

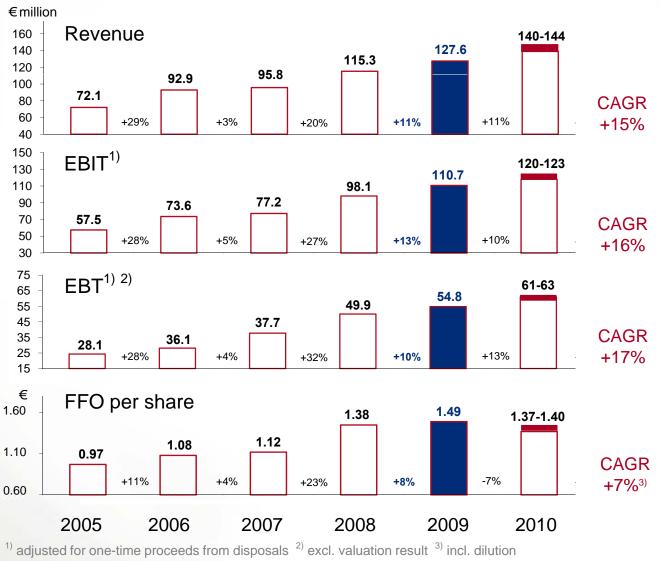




<sup>1)</sup> Status: 2 November 2010

<sup>&</sup>lt;sup>2)</sup> German Federal Statistical Office, September 2010

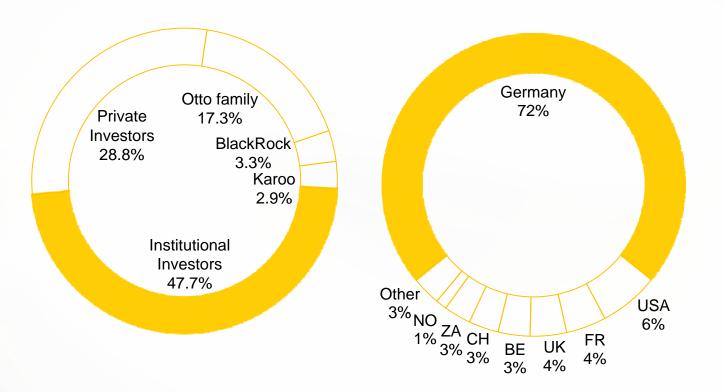
#### **Forecast**











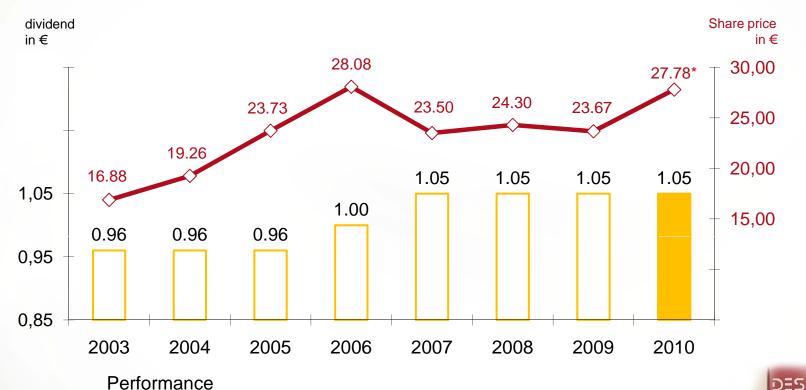
9,800 shareholders

Free float 82.7%

## Shopping Center Share | Dividend & Performance



Absolutely



#### **Performance**

DES:

DAX:

1 year (2009):

+2.1%

+23.9%

3 years: -4.2% = -2.1% p.a.

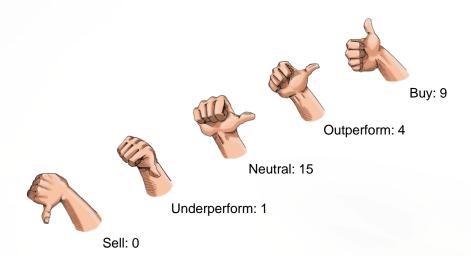
-3.3% p.a.

5 years: +51.3% = +9.9% p.a. +7.0% p.a.



## Shopping Center Share I Analysts' Consensus





avg. / in €	2010	2011
EBIT (€ million)	122.1	132.2
FFO per share	1.39	1.51
EPS	1.43	1.70
Dividend	1.08	1.15
Price target		26.13

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

- DZ Bank
- equinet
- GBC Investment Research
- GSC Research
- Hamburger Sparkasse
- HSBC
- HSH Nordbank
- Kempen & Co.
- Kepler Capital Markets
- Macquarie

- Metzler
- M.M. Warburg & Co
- Petercam Bank
- Rabobank
- Silvia Quandt Bank
- Societe Generale
- UBS
- Unicredit
- WestLB

29 analysts: one of the best covered real estate companies in Europe

Status: 14 Oct 2010





Listed since	02.01.2001
Nominal capital	€45,894,578.00
Outstanding shares	45,894,578
Class of shares	Registered shares
Dividend 2009 (18.06.2010)	€1.05
52W High	€27.94
52W Low	€21.66
Share price (03.11.2010)	€27,40
Market capitalisation	€1.3 billion
avg. turnover per day last 12 months	113,000 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



#### DES Deutsche EuroShop

#### Appendix I 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.
- All our German shopping centers have 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 2009. 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 49 million kWh of green electricity. This represented 100% of the electricity requirements in our German shopping centers. As a result, based on conservative calculations this meant a reduction of around 19,300 tonnes in carbon dioxide emissions this equates to the annual CO<sub>2</sub> emissions of just under 900 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 I Financial Calendar 2010



2010		2011	
04.11.	Nine-month report 2010	22.02.	Roadshow Paris, Bankhaus Lampe
15.11.	Roadshow Brussels, WestLB	01.03.	HSBC S&M Real Estate & Construction
16.11.	Roadshow Zurich, Deutsche Bank		Conference, Frankfurt
17.11.	Roadshow Paris, Macquarie	12.04.	WestLB German Property Day, London
18.11.	Supervisory Board meeting, Hamburg	27.04.	Supervisory Board meeting, Hamburg
18.11.	WestLB Deutschland Conference, Frankfurt	29.04.	Annual earnings press conference, Hamburg
25.11.	HSBC Vienna Conference	13.05.	Interim report Q1 2011
30.11.	Roadshow Berlin, Berenberg	19.05.	Metzler Real Estate Day, Frankfurt
30.11.	DSW Aktienforum, Berlin	2526.05.	Kempen & Co European Property Seminar,
01.12.	UBS Global Real Estate Conference,		Amsterdam
	London	16.06.	Annual General Meeting, Hamburg
02.12.	Berenberg Pennyhill Conference,	16.06.	Supervisory Board meeting, Hamburg
	London	2122.06.	Bankhaus Lampe Hamburg Investment Conference
		11.08.	Interim report H1 2011
		22.09.	Supervisory Board meeting, Hamburg
		0607.10.	Société Générale Pan European Real Estate Conference, London
		19.10.	Real Estate Share Initiative, Frankfurt

10.11. 17.11. Nine-month report 2011

Supervisory Board meeting, Hamburg

#### Appendix I Contact



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#### Important Notice: Forward-Looking Statements

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





Patrick Kiss Head of Investor & Public Relations

Nicolas Lissner Manager Investor & Public Relations

