

**DES**  
Deutsche EuroShop

# DES

ANNUAL REPORT

# 13

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**Shopping experience  
of the future**

**Life doesn't just happen online**



# Basic information about the Group

## **GROUP BUSINESS MODEL, TARGETS AND STRATEGY**

Deutsche EuroShop AG is the only public company in Germany to invest solely in shopping centers in prime locations. On 31 December 2013, the Company held investments in 19 shopping centers in Germany, Austria, Poland and Hungary. The Group generates its reported revenue from rental income on the floor space that it leases in the shopping centers.

Due to its lean personnel structure, Deutsche EuroShop Group is centrally organised. The parent company, Deutsche EuroShop AG, is responsible for corporate strategy, portfolio and risk management, financing and communication.

The Company's registered office is in Hamburg. Deutsche EuroShop is a public company under German law. The individual shopping centers are managed as separate companies and, depending on the share of nominal capital owned, are either fully consolidated or accounted for using the equity method. More information on indirect or direct investments is provided in the notes to the consolidated financial statements.

### **TARGETS AND STRATEGY**

The management focuses on investments in high-quality shopping centers in city centers and established locations offering stable long-term value growth. Another key investment target is the generation of high surplus liquidity from long-term leases in shopping centers, which is paid out to shareholders in the form of an annual dividend. In order to achieve these targets, the Company invests its capital in shopping centers in different European regions in accordance with the principle of risk diversification. Germany is the main focus for investment. Indexed and turnover-linked commercial rent ensure that we achieve our high earnings targets.

The Company may invest up to 10% of equity in joint ventures in shopping center projects in the early stages of development.

New investments should be financed from a balanced range of sources, and external financing may not exceed 55% of long-term Group liabilities. As a general rule, long-term interest rates are fixed when loans are taken out or renewed. The aim is to keep duration (i.e. average fixed interest rate period) at over five years.

### **HIGH-YIELD, STABLE PORTFOLIO**

Deutsche EuroShop has a balanced and diversified portfolio of German and European shopping centers. The management focuses on investments in prime locations in cities with a catchment of at least 300,000 in order to maintain a high level of investment security.

### **SEIZING OPPORTUNITIES AND MAXIMISING VALUE**

In line with our buy & hold strategy, the management is increasingly concentrating on shopping center quality and returns rather than rapid portfolio growth. The management constantly monitors the market and takes opportunities to buy when they arise. Rapid decision-making processes and considerable flexibility regarding potential investments and financing structures allows Deutsche EuroShop to react to all competitive situations. At the same time, the Group's management is committed to optimising the value of the existing portfolio of properties.

### **TAILORED RENT STRUCTURE**

One key component of the rental model is a tailored rent structure. While city center property owners often focus on obtaining the highest possible rental rates for their properties – creating a monolithic retail offering – Deutsche EuroShop's management uses a calculation combining a range of factors to create an attractive sector mix and optimise long-term rental income. Rental partners pay sector-specific and turnover-linked rent. When the economy is weak, Deutsche EuroShop's revenue is protected from falling below a lower threshold (based on the consumer price index).

### **SHOPPING EXPERIENCE CONCEPT**

Deutsche EuroShop has outsourced center management to an experienced external partner: ECE Projektmanagement GmbH & Co. KG (ECE), based in Hamburg. ECE has been designing, planning, building, renting and managing shopping centers since 1965. The company is currently the European market leader, with 189 shopping centers under management. Deutsche EuroShop views professional center management as the key to successful shopping centers. In addition to guaranteeing standard opening hours and a friendly, bright, safe and clean environment, the center management can employ unusual displays, promotions and exhibitions to make shopping an experience. Between 500,000 and 600,000 shoppers come to the 19 DES centers every day, where they are impressed not only by the range of sectors represented, but also by promotional activities including car, talent and fashion shows and a wide range of activities for children. As a result, the shopping centers become market places where there is always something new on offer.

## MANAGEMENT SYSTEM, RESEARCH AND DEVELOPMENT

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The Executive Board of Deutsche EuroShop manages the Company in accordance with the provisions of German company law and with its rules of procedure. The Executive Board's duties, responsibilities and business procedures are laid down in its rules of procedure and in its schedule of responsibilities.

The management indicators are based on the targets of having shopping centers with sustainable and stable value growth and a high liquidity surplus generated by long-term leases. The indicators are revenue, EBT excluding valuation gains / losses and FFO.

The Supervisory Board supervises and advises the Executive Board in its management activities in accordance with the provisions of German company law and the rules of procedure. It appoints the members of the Executive Board and significant transactions by the Executive Board are subject to its approval. The Supervisory Board comprises nine members, all of whom are elected by the Annual General Meeting.

Members of the Executive Board are appointed and dismissed on the basis of sections 84 and 85 of the Aktiengesetz (AktG – German Public Companies Act). Changes to the Articles of Association are made in accordance with sections 179 and 133 of the AktG. The Supervisory Board is also authorised to amend the Articles of Association in line with new legal provisions that become binding on the Company, as well as to resolve changes to the Articles of Association that only relate to the wording without a resolution of the Annual General Meeting.

More information about the Executive Board and the Supervisory Board can be found in the declaration on corporate governance.

A research and development (R&D) report is not required as part of the Management Report because Deutsche EuroShop does not need or pursue any research and development in connection with its primary business.

## Economic review

### MACROECONOMIC AND SECTOR-SPECIFIC CONDITIONS

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Germany's gross domestic product (GDP) rose by 0.4% in 2013, according to the German Federal Statistical Office's calculations. The German economy continued to benefit from strong foreign trade and stable domestic demand. The labour market remained strong in the year under review. On average, 2.95 million people were registered as unemployed during the year, putting the unemployment rate at 6.9%. Consumer prices in Germany rose by an average of 1.5% versus 2012. Domestic demand was mainly driven by private household spending, which rose for the third year in a row.

In 2013, gross pay per employee rose by 1.3% according to the German Federal Statistical Office. In an environment marked by high employment and low interest rates, the propensity to consume continued to rise, and the savings rate dropped to 10.0% of disposable income in 2013 (2012: 10.3%). The last time the savings rate was lower was in 2001 (9.5%). Private consumer spending, which accounted for 57.5% of GDP, rose by a nominal 2.5% in 2013 (real: +0.9%). We anticipate a similar trend in 2014. The federal government forecasts that the German economy will grow by 1.8% in 2014.

According to provisional calculations from the German Federal Statistical Office, German retail sales posted nominal growth of 1.4% and real growth of 0.1% year-on-year. The German Retail Federation (HDE) forecasts that retail sales will increase by 1.5% in Germany in 2014. After price adjustments, this amounts to a stagnation, with prices on a par with 2013.

The expansion of online trading remains the main focus of attention in terms of sales growth in the stationary retail sector. According to figures from the German Retail Federation (HDE), online sales grew a further above-average 12% to around €33.1 billion. HDE anticipates that online sales will continue to climb in 2014, rising to €38.7 billion – an increase of approximately 17% year-on-year. Competition with online retailers is already intensifying in some sectors. For example, online transactions accounted for well over one quarter of total Christmas sales from consumer electronics, toys and books in 2013.



Since disposable income growth is muted or stagnant, there is very limited scope for sales growth in the stationary retail sector. As many customers see leisure and the experience as important factors when shopping, more floor space will need to be dedicated to staging shopping experiences than to the straight sale of goods. With ancillary costs rising, notably with the increased renewable energy levy (EEG), retailer margins will come under further pressure. Meanwhile, investments are expected to deliver ever-higher returns.

The centers' competitive position is determined both by business in the relevant city centers and – in the case of the Billstedt-Center Hamburg and the Herold-Center in Norderstedt – by the presence of other shopping centers in neighbouring districts of Hamburg. The city center locations also have to compete with other regional centers. For example, the city centers of Dortmund, Mannheim and Braunschweig are serious rivals to the Allee-Center in Hamm, the Rhein-Neckar-Zentrum in Viernheim and the City-Galerie in Wolfsburg, respectively.

There is additional competition for city center retail in the form of growing numbers of factory and designer outlets on greenfield sites outside the city limits. Development projects are currently underway for new outlet centers close to the Hamm and Dessau centers, while an existing outlet complex in Wolfsburg is being extended.

#### RETAIL SECTOR

Based on calculations from Jones Lang LaSalle, rental turnover on retail spaces leased in Germany in 2013 decreased by 17% to 492,000 m<sup>2</sup>. Rental spaces in excess of 1,000 m<sup>2</sup> accounted for 12% of rental contracts. Demand for smaller retail premises of under 250 m<sup>2</sup> remained high, accounting for 53% of all leases.

With 39% of rented floor space, textile retailers were the most significant demand group. General clothing and women's clothing were the dominant segments within this group. Second place went to the catering and food industry at 21%; health and beauty took third place with 12%.

#### REAL ESTATE MARKET

Transaction volumes rose by 21% to €30.7 billion according to figures from Jones Lang LaSalle, meaning that Germany's commercial real estate investment market continued to grow in 2013. Retail real estate accounted for just under 26% of transactions. Investments in German shopping centers totalled €2.8 billion in 2013. This came close to the €3.0 billion posted in 2012, but does not reflect demand, which far exceeded the range of suitable properties available for sale. More than one third of all commercial real estate investment in euros went into shopping centers in 2013, compared with 40% in 2012.

As real estate investors continued to focus on security in 2013, top returns on shopping center investments remained at record-high levels in Germany. According to figures from Jones Lang LaSalle, top returns came in at 4.70% in 2013, down slightly year-on-year (4.75%).

#### SHARE PRICE PERFORMANCE

Deutsche EuroShop shares started the year at €31.64. In the first four months, share prices hovered between €30.50 and €32.00 before reaching a new record-high in mid-May, with an Xetra closing price of €34.48 on 20 May 2013. Stock markets then lost ground and Deutsche EuroShop shares dropped down to €29.45 on 24 June. The share price hit a year-to-date low shortly after the dividend distribution. In the ensuing weeks, share prices moved within a slightly broader range of €30.50 to €33.20. The share price closed the year up at €31.83, which represented a gain of 4.5% including dividends (2012: +32.7%).

#### EVALUATION OF THE FINANCIAL YEAR

The Executive Board of Deutsche EuroShop is satisfied with the past financial year. Growth was boosted by the acquisition of the Herold-Center in Norderstedt on 1 January 2013. The acquisition of third-party interests in the Altmarkt-Galerie in Dresden on 1 May 2013 also pushed up earnings.

In May 2013, we adjusted the forecasts published in the Annual Report 2012. Target revenue was revised to between €186 million and €189 million and came in at €188.0 million (2012: €178.2 million) on the reporting date, corresponding to an increase of 5.5%. Earnings before interest and taxes (EBIT) were forecast at between €162 million and €165 million, and actual EBIT was slightly above both the forecast range and the 2012 results at €165.8 million, an improvement of 9.4% (2012: €151.6 million). We expected earnings before taxes (EBT) excluding valuation gains / losses (including at-equity investments) of €113 to €116 million. At €129.2 million, EBT came in well above the forecast range, due to €15.8 million in exceptional proceeds from sales, representing an improvement of 41% year-on-year (2012: €95.1 million). Funds from operations (FFO) also exceeded the forecast, coming in at €2.08 per share (forecast: €1.99 to €2.03 per share).

Deutsche EuroShop has therefore proven once again that it has an outstanding shopping center portfolio and is well positioned.

## COURSE OF BUSINESS

As reported on previous occasions, the amendments to the International Accounting Standards regarding the permissibility of proportional consolidation of our joint ventures have been approved, but the changes only became mandatory as at 2014. Nevertheless, as previously announced, we have chosen to recognise these companies using the equity method from 1 January 2013 pursuant to IAS 31.

Consequently, the share in the revenue and costs of these companies will no longer be included in the consolidated financial statements. Instead, only the at-equity earnings of these shopping centers will be reported under net finance costs. The change will affect four joint ventures previously reported using the proportional method.

The change in the accounting method has entailed a restatement of the 2012 annual financial statements, which also affects the figures provided by way of comparison in this report. Details of the changes to the 2012 consolidated financial statements can be found in the notes (changes in accounting policies).

In addition, Stadt-Galerie Passau KG and Immobilien KG FEZ Harburg – which were previously included in the consolidated financial statements under a voting agreement – are now recognised as at-equity joint ventures from 1 January 2013. The voting agreements were terminated by mutual agreement at the end of 2012.

## FINANCIAL POSITION

Deutsche EuroShop can look back on another successful financial year. Revenue and profit advanced significantly versus 2012. The acquisition of the Herold-Center in Norderstedt on 1 January 2013 boosted earnings considerably, as did the sale of our one-third interest in Galeria Dominikanska in Breslau. The acquisition of third-party interests in Altmarkt-Galerie Dresden and the subsequent consolidation of the center have also allowed us to optimise the Group's legal structure.

Net assets and our financial structure remain solid. Favourable refinancing arrangements have made a positive contribution to earnings.

Revenue rose by 5.5% to €188.0 million, while consolidated profit came to €171.0 million (2012: €122.5). Earnings per share came in at €3.17 compared with €2.36 in 2012. Operating profit per share advanced 28% from €1.36 to €1.74.

Valuation gains improved considerably in 2013 to €56.0 million, up from €13.9 million in 2012. The valuation gains on equity-accounted joint ventures came to €2.4 million, up €8.4 million versus 2012 (€-6.0 million). Earnings before tax climbed around 36% year-on-year to €129.2 million (2012: €95.1 million). After adjustments for the proceeds of the sale of the interest in Ilwro Sp.zo.o (Galeria Dominikanska) totalling €15.8 million, earnings before tax were up around 19% at €113.4 million.

The EPRA net asset value per share rose by 7.2% from €28.53 to €30.59.

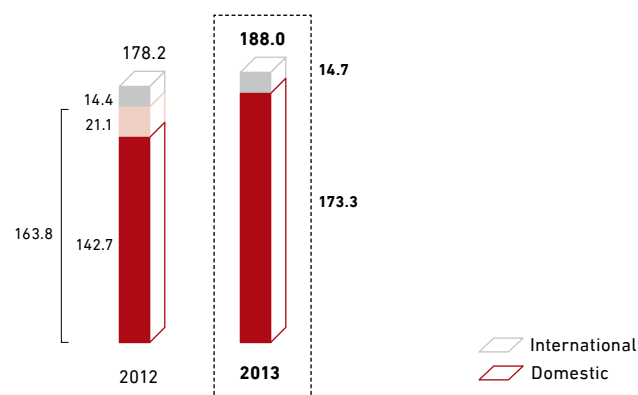
## RESULTS OF OPERATIONS

Revenue in the German retail trade (excluding the vehicle trade) rose by a nominal 1.4% over the reporting year, while the revenue of the tenants in our German shopping centers slipped 0.1%. In contrast, tenants in foreign properties posted revenue growth of 3.3%.

### CONSOLIDATED REVENUE UP 5.5%

Consolidated revenue was up 5.5%, from €178.2 million to €188.0 million, in the financial year. The Herold-Center in Norderstedt, which was acquired on 1 January 2013, and the Altmarkt-Galerie Dresden, which was fully consolidated from 1 May 2013, contributed significantly to revenue growth. Meanwhile, revenue from the Stadt-Galerie in Passau and the Phoenix-Center in Hamburg are no longer recognised due to the switch to at-equity reporting in the year under review. These two properties generated revenue totalling €21.1 million in 2012.

### REVENUE € MILLION



For ten properties, the rise in revenue was largely due to index-related rental increases. Renovation work at the Rhein-Neckar-Zentrum and one-off effects in the A10 Center saw revenues fall slightly. Overall, comparable revenue rose by 1.4% (1.3% in domestic, 2.4% international) on a like-for-like basis over the reporting year.

**REVENUE IN € THOUSAND**

|                                 | 31.12.2013     | 31.12.2012     | Difference   | Change in % |
|---------------------------------|----------------|----------------|--------------|-------------|
| Main-Taunus-Zentrum, Sulzbach   | 33,646         | 33,184         | 462          | 1.4         |
| A10 Center, Wildau              | 20,216         | 20,646         | -430         | -2.1        |
| Rhein-Neckar-Zentrum, Viernheim | 17,382         | 17,654         | -272         | -1.5        |
| Altmarkt-Galerie, Dresden       | 16,129         | 0              | 16,129       |             |
| Herold-Center, Norderstedt      | 13,199         | 0              | 13,199       |             |
| Billstedt-Center, Hamburg       | 11,366         | 11,040         | 326          | 3.0         |
| Allee-Center, Hamm              | 10,194         | 9,975          | 219          | 2.2         |
| City-Galerie, Wolfsburg         | 9,647          | 9,290          | 357          | 3.8         |
| Forum, Wetzlar                  | 9,164          | 8,992          | 172          | 1.9         |
| City-Arkaden, Wuppertal         | 9,016          | 8,929          | 87           | 1.0         |
| Rathaus-Center, Dessau          | 8,291          | 8,166          | 125          | 1.5         |
| City-Point, Kassel              | 8,141          | 7,934          | 206          | 2.6         |
| Stadt-Galerie, Hameln           | 6,891          | 6,889          | 2            | 0.0         |
| Phoenix-Center, Hamburg         | 0              | 12,003         | -12,003      |             |
| Stadt-Galerie, Passau           | 0              | 9,101          | -9,101       |             |
| <b>Total domestic</b>           | <b>173,282</b> | <b>163,803</b> | <b>9,478</b> | <b>5.8</b>  |
| Galeria Baltycka, Danzig        | 14,489         | 14,017         | 472          | 3.4         |
| Caspia                          | 216            | 341            | -125         | -36.7       |
| <b>Total international</b>      | <b>14,705</b>  | <b>14,358</b>  | <b>347</b>   | <b>2.4</b>  |
| <b>Overall total</b>            | <b>187,987</b> | <b>178,161</b> | <b>9,825</b> | <b>5.5</b>  |

**VACANCY RATE REMAINS STABLE AT UNDER 1%**

As in previous years, the vacancy rate for retail spaces remained stable at under 1%. At €0.6 million (2012: €0.6 million) or 0.3% of revenue (2012: 0.4%), write-downs for rent losses remained at a very low level.

**INCREASE IN PROPERTY OPERATING AND ADMINISTRATIVE COSTS**

Property operating costs were down €1.5 million year-on-year at €8.5 million (2012: €10.0 million), while property administrative costs increased by €0.8 million to €9.3 million (2012: €8.5 million). The lower property operating costs were mainly linked to a sharp decline in maintenance costs (down €2.6 million) in the year under review. However, the savings were offset by higher non-allocable ancillary costs. Property operating costs were also affected by the first-time consolidation of certain properties in 2013 (Herold-Center from 1 January 2013 and Altmarkt-Galerie from 1 May 2013) and the deconsolidation of other properties (Passau and Hamburg-Harburg). Higher property administration costs were also linked to the four properties. Overall, the cost ratio came in at 9.5% of revenue (2012: 10.4%).

**OTHER OPERATING INCOME AND EXPENSES**

Other operating income came to €2.8 million, slightly higher than in the previous year (€2.7 million), while other operating expenses fell significantly, down €3.5 million to €7.3 million (2012: €10.8 million). The decrease resulted from an exceptional real estate transfer tax of €2.9 million incurred in connection with the restructuring of the Group in 2012 and lower ancillary financing costs.

**MARKED IMPROVEMENT IN NET FINANCE COSTS**

Net finance costs improved significantly, up €28.0 million to €-34.1 million (2012: €-62.1 million). The improvement reflected the proceeds of the sale of the interest in Ilwro Sp.zo.o (Galeria Dominińska) amounting to €15.8 million, the effects of the new accounting method and the first-time consolidation of the Altmarkt-Galerie in Dresden.

Interest income was on a par with the previous year at €0.4 million. The deconsolidation of the Passau and Hamburg-Harburg centers generated interest expenses totalling €5.8 million, which brought interest expenses to €57.8 million – an increase of €0.5 million year-on-year. The first-time consolidation of the Altmarkt-Galerie in Dresden from 1 May 2013 created an exceptional charge arising from the derecognition of a cumulative valuation gain / loss previously recognised in equity for an interest rate hedge (swap) to the value of €6.8 million and offset by current earnings of €2.3 million from the value of the swap up to the reporting date. The net charge arising from the swap therefore came to €4.5 million in 2013. The interest expenses will be offset by corresponding income until 2018.

Earnings from at-equity investments climbed considerably, up €12.7 million to €27.0 million (2012: €14.3 million). The improvement also reflects a marked hike in valuation gains, which were up €2.4 million year-on-year at €8.4 million (2012: €-6.0 million). The change in accounting methods also affected these figures.

The profit share for third-party shareholders increased by €0.6 million from €15.3 million to €15.9 million.

## CHANGES IN VALUATION GAINS / LOSSES

Valuation gains were up €42.0 million year-on-year at €56.0 million (2012: €13.9 million). The average value of Group properties after ongoing investments advanced 2.1%; valuation gains came in at between 0.0% and 4.8%.

Valuation of the portfolio properties led to valuation gains of €60.5 million. The share of valuation gains attributable to third-party shareholders amounted to €4.5 million in the reporting year (2012: €18.7 million).

## ANOTHER SIGNIFICANT CHANGE IN TAX POSITION

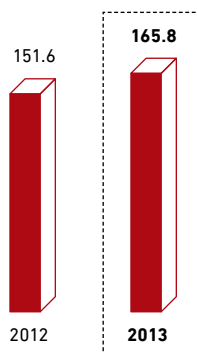
Taxes on income and earnings amounted to €16.6 million compared to tax income of €19.1 million in 2012. Deferred trade tax provisions totalling €49.1 million were released in 2012. In 2013, deferred trade tax provisions were reduced by a further €12.6 million when another company met the criteria for the extended trade tax deduction. Meanwhile, allocations for deferred income taxes generated expenses of €28.7 million during the year under review. Tax expense for income tax payments amounted to €2.4 million (Germany: €1.5 million, international: €0.9 million) in the year under review.

| € THOUSAND  | 31.12.2013    | 31.12.2012    | Difference    | Change in % |
|---|---------------|---------------|---------------|-------------|
| Allee-Center, Magdeburg                             | 7,945         | 7,762         | 183           | 2.4         |
| Phoenix-Center, Hamburg                             | 6,144         | 0             | -6,144        | 100         |
| Stadt-Galerie, Passau                               | 6,938         | 0             | 6,938         | 100         |
| Altmarkt-Galerie, Dresden                           | 5,636         | 16,096        | -10,460       | -65.0       |
| City-Arkaden, Klagenfurt                            | 5,890         | 5,635         | 255           | 4.5         |
| Árkád, Pécs   | 3,487         | 3,577         | -90           | -2.5        |
| Others  | 676           | 678           | -2            | -0.3        |
| <b>Revenue</b>                                      | <b>36,716</b> | <b>33,748</b> | <b>2,969</b>  | <b>8.8</b>  |
| Property operating costs                            | -1,739        | -1,415        | -324          |             |
| Property management costs                           | -1,904        | -2,079        | 175           |             |
| <b>Net operating income</b>                         | <b>33,073</b> | <b>30,253</b> | <b>2,820</b>  |             |
| Other operating income                              | 65            | 204           | -139          |             |
| Other operating expenses                            | -322          | -906          | 584           |             |
| <b>Earnings before interest and taxes (EBIT)</b>    | <b>32,816</b> | <b>29,551</b> | <b>3,265</b>  |             |
| Interest income                                     | 19            | 40            | -21           |             |
| Interest expense                                    | -8,147        | -9,110        | 963           |             |
| <b>Net finance costs</b>                            | <b>-8,127</b> | <b>-9,070</b> | <b>942</b>    |             |
| <b>Valuation gains / losses</b>                     | <b>2,410</b>  | <b>-6,029</b> | <b>8,439</b>  |             |
| <b>Earnings before tax (EBT)</b>                    | <b>27,099</b> | <b>14,453</b> | <b>12,646</b> |             |
| Taxes on income and earnings                        | -76           | -107          | 32            |             |
| <b>Share in the profit / loss of joint ventures</b> | <b>27,024</b> | <b>14,346</b> | <b>12,678</b> |             |

## SIGNIFICANT INCREASE IN CONSOLIDATED PROFIT

Earnings before interest and taxes (EBIT) climbed 9.4%, from €151.6 million to €165.8 million, in the year under review. At €187.6 million, earnings before taxes (EBT) were 81% higher than in the previous year (€103.4 million) for the reasons given above. Consolidated profit amounted to €171.0 million, up 40% against 2012 (€122.5 million).

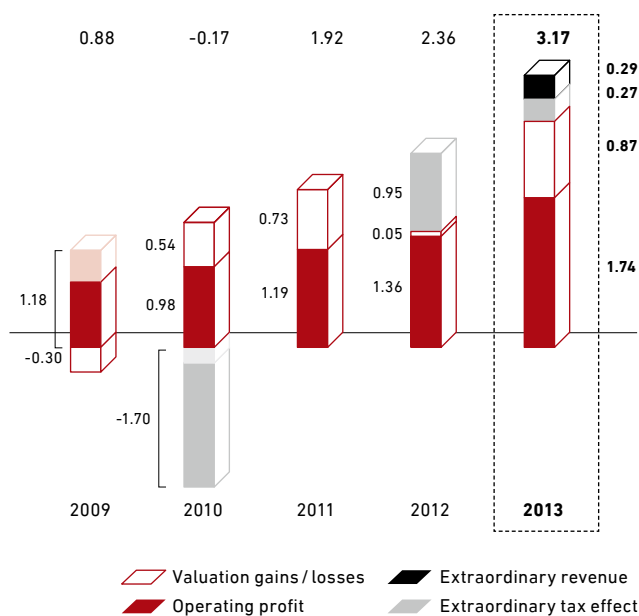
### EBIT € MILLION



## STRONG OPERATIONS DRIVE EARNINGS PER SHARE

Earnings per share (consolidated net profit per share) amounted to €3.17 in the reporting year, compared with €2.36 in 2012, an increase of 34%. Of this amount, €1.74 was attributable to operations (2012: €1.36) and €0.87 to valuation gains/losses (€0.05). Earnings per share were also boosted by €0.27 in tax income (2012: €0.95) and proceeds from sales at €0.29 in 2013.

### EARNINGS PER SHARE € UNDILUTED



| € PER SHARE   | 2013        | 2012        |
|---|-------------|-------------|
| <b>Consolidated net profit</b>                          | <b>3.17</b> | <b>2.36</b> |
| Valuation in accordance with IAS 40                     | -1.03       | -0.27       |
| Valuation gains / losses for equity-accounted companies | -0.04       | 0.12        |
| Deferred taxes  | 0.20        | 0.10        |
| Tax income from past years                              | -0.27       | -0.95       |
| Proceeds from sales                                     | -0.29       | 0.00        |
| <b>EPRA* earnings</b>                                   | <b>1.74</b> | <b>1.36</b> |
| Weighted no. of shares in thousands                     | 53,946      | 51,935      |

\* European Public Real Estate Association

## FUNDS FROM OPERATIONS (FFO) UP 24%

Funds from operations (FFO) are used to finance our ongoing investments in portfolio properties, scheduled repayments on our long-term bank loans and the distribution of dividends. During the year under review, FFO of €112.0 million was generated (2012: €87.0 million). The FFO per share rose by 24% from €1.68 to €2.08.

| € THOUSAND  | 2013           | 2012          |
|---|----------------|---------------|
| Consolidated profit                                     | 171,043        | 122,484       |
| Proceeds from sales                                     | -15,799        | 0             |
| Valuation gains / losses                                | -55,982        | -13,934       |
| Valuation gains / losses for equity-accounted companies | -2,410         | 6,029         |
| Bond conversion expense                                 | 940            | 0             |
| Deferred taxes  | 14,208         | -27,545       |
| <b>FFO</b>  | <b>112,000</b> | <b>87,034</b> |
| <b>FFO per share</b>                                    | <b>2.08 €</b>  | <b>1.68 €</b> |

## DIVIDEND PROPOSAL: €1.25 PER SHARE

Based on a successful financial year, we are able to maintain our dividend policy, which is geared towards the long term and continuity. The Executive Board and Supervisory Board will therefore propose to the shareholders at the Annual General Meeting in Hamburg on 18 June 2014 that a dividend of €1.25 per share be distributed for the financial year 2013, an increase of 4% or €0.05 year-on-year. An estimated €0.40 per share of the dividend will be deductible as capital gains tax.



## FINANCIAL POSITION

### PRINCIPLES AND OBJECTIVES OF FINANCIAL MANAGEMENT

For the purposes of financing its investments, Deutsche EuroShop uses the stock exchange to raise equity, as well as the credit and capital markets to borrow funds. Within the Group, both the individual property companies and Deutsche EuroShop AG borrow from banks and serve as bond issuers. Deutsche EuroShop's credit standing has been shown to be advantageous when negotiating loan terms. The Group can also arrange its financing independently and flexibly.

Loans and bonds are taken out in euros for all Group companies. In general, the use of equity and loans for investments should be equally weighted and the equity ratio in the Group (including third-party interests) should not fall significantly below 45%.

We finance our real estate projects on a long-term basis and also use derivative financial instruments to hedge against rising capital market rates. Hedging transactions are used to hedge individual loans. An available credit line enables Deutsche EuroShop to react quickly to investment opportunities. Any cash not needed is invested in time deposits for the short term until it is used for investments, to finance ongoing costs or to pay dividends.

### FINANCING ANALYSIS: IMPROVED INTEREST RATE CONDITIONS

As at 31 December 2013, Deutsche EuroShop Group reported the following key financial data:

| € MILLION                                | 2013    | 2012    | Change |
|--|---------|---------|--------|
| Total assets                             | 3,394.9 | 3,347.6 | +47.3  |
| Equity (including third-party interests) | 1,642.4 | 1,606.1 | +36.3  |
| Equity ratio (%)                         | 48.4    | 48.0    | 0.4    |
| Net financial liabilities                | 1,445.9 | 1,306.6 | +139.3 |
| Loan to value ratio (%)                  | 43      | 41      | 2      |

At €1,642.4 million, the Group's economic equity capital, which comprises the equity of the Group shareholders (€1,428.9 million) and the equity of the third-party shareholders (€213.4 million), was €36.3 million higher than in the previous year. At 48.4%, the equity ratio was up slightly year-on-year.

| FINANCIAL LIABILITIES<br>IN € THOUSAND | 2013             | 2012             |
|--|------------------|------------------|
| Convertible bond                       | 93,556           | 91,943           |
| Non-current bank loans and overdrafts  | 1,295,996        | 1,184,360        |
| Current bank loans and overdrafts      | 97,207           | 191,298          |
| <b>Total</b>                           | <b>1,486,759</b> | <b>1,467,601</b> |
| <b>Cash and cash equivalents</b>       | <b>-40,810</b>   | <b>-161,006</b>  |
| <b>Net financial liabilities</b>       | <b>1,445,949</b> | <b>1,306,595</b> |

Current and non-current financial liabilities rose from €1,467.6 million to €1,486.8 million in the year under review, an increase of €19.2 million. At the same time, cash and cash equivalents dropped €120.2 million, pushing net financial liabilities up €139.4 million, from €1,306.6 million to €1,445.9 million. Following the takeover of the Altmarkt-Galerie Dresden and its subsequent consolidation, financial liabilities added €187.1 million, while loans amounting to €109.9 million were deconsolidated. Meanwhile, loans amounting to €59.7 million were repaid.





During the year under review, 13 existing loans taken out to finance the Main-Taunus-Zentrum were replaced by a new loan in the amount of €220.0 million. Whereas the average residual maturity when the loans were replaced was 0.9 years with average interest at 3.88%, the new loan was taken out for 10 years at an interest rate of 2.99%. As a result, we have again significantly improved the maturity and interest rate structure of our loan portfolio.

The net financial liabilities existing at the end of the year are used exclusively to finance non-current assets. As a result, 43% of non-current assets were financed by loans in the year under review.

The Group has access to a credit line in the amount of €150 million until end-2016. As at the balance sheet date, €77.0 million had been drawn down.

Net debt finance terms (including the convertible bond) as at 31 December 2013 remained fixed at 3.88% p.a. (2012: 4.25% p.a.) for an average residual maturity of 7.0 years (6.4 years). Deutsche EuroShop maintains credit facilities with 21 banks, all of which are German banks.

**LOAN STRUCTURE AS AT 31 DECEMBER 2013**

|   | AS % OF LOAN | € MILLION      | AVERAGE RESIDUAL MATURITY (YRS) | AVERAGE INTEREST RATE |
|---|--------------|----------------|---------------------------------|-----------------------|
| Up to 1 year   | 6.4          | 95.2           | 1.0                             | 1.67                  |
| 1 to 5 years   | 25.2         | 372.5          | 3.4                             | 3.88                  |
| 5 to 10 years  | 62.3         | 924.4          | 7.9                             | 3.72                  |
| Over 10 years  | 6.1          | 91.0           | 13.7                            | 5.07                  |
| <b>Total</b>  | <b>100.0</b> | <b>1,483.1</b> | <b>7.0</b>                      | <b>3.88</b>           |

Of 19 loans across the Group, 12 are subject to credit covenants with the financing banks. This includes a total of 18 different covenants on debt service cover ratios (DSCRs), interest cover ratios (ICRs), changes in rental income and the loan to value ratio (LTV). All conditions were met. Based on the budgeted figures, compliance with the covenants may also be assumed in the current financial year.

Scheduled repayments amounting to €18.2 million will be made from current cash flow during the 2014 financial year. Over the period from 2015 to 2018, average annual repayments will be around €17.0 million.

No loans are due to expire in 2014. One loan in the amount of €61.9 million is due for renewal in 2015 and another €77.0 million loan is due for renewal in 2016. The convertible bond must be repaid in 2017 if the bond holders have not made use of their conversion rights by then. Another loan in the amount of €72.0 million is due for renewal in 2018.

Short and long-term financial liabilities totalling €1,486.8 million were recognised in the balance sheet at the reporting date. The difference between the total and the amounts stated here is €3.7 million, which relates to deferred interest and repayment obligations that were settled at the beginning of 2014.

#### INVESTMENT ANALYSIS: INVESTMENTS ABOVE PREVIOUS YEAR'S LEVEL

Investments made during the 2013 financial year amounted to €89.4 million, compared with €197.4 million in the previous year. After adjustments for cash and cash equivalents acquired, the consolidation of Altmarkt-Galerie Dresden contributed €59.4 million. Ongoing investments in portfolio properties amounted to €18.1 million. Other investments came to €1.1 million.

#### LIQUIDITY ANALYSIS: HIGHER LIQUIDITY DUE TO FINANCING

The Group's operating cash flow of €129.8 million (2012: €99.8 million) comprises the amount generated by the Group for shareholders through the leasing of shopping center floor space after deduction of all costs. It primarily serves to finance the dividends of Deutsche EuroShop AG and payments to third-party shareholders.

Cash flow from operating activities amounted to €99.3 million (2012: €121.9 million) and comprises operating cash flow and changes in receivables, other assets, other liabilities and provisions. The decline was primarily due to the payment of tax liabilities.

Cash flow from financing activities fell from €178.9 million to €-136.8 million. Cash outflows from financial liabilities totalling €59.7 million essentially reflected the repayment of a credit line used in 2012. Dividends paid to shareholders totalled €64.7 million. Dividend payments to third-party shareholders came to €12.3 million.

Cash and cash equivalents dropped by €120.2 million in the year under review to €40.8 million (2012: €161.0 million).

## NET ASSETS

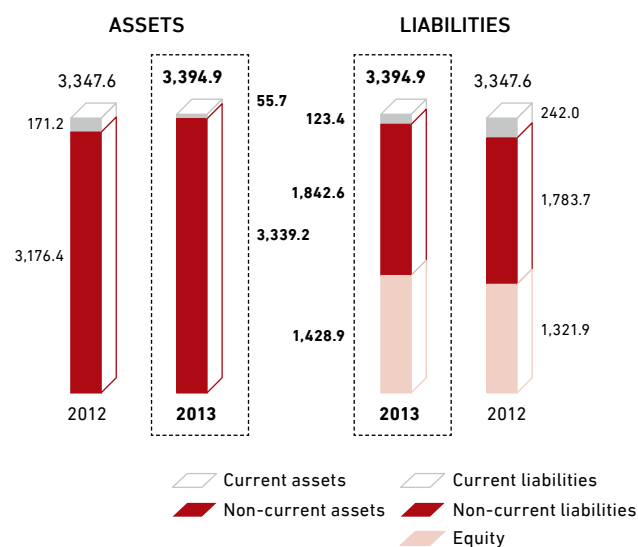
### BALANCE SHEET ANALYSIS

The Group's total assets increased by €47.3 million from €3,347.6 million to €3,394.9 million.

| € THOUSAND              | 2013             | 2012             | Change        |
|-------------------------|------------------|------------------|---------------|
| Current assets          | 55,698           | 171,160          | -115,462      |
| Non-current assets      | 3,339,165        | 3,176,400        | 162,765       |
| Current liabilities     | 123,353          | 241,958          | -118,605      |
| Non-current liabilities | 1,842,561        | 1,783,688        | 58,873        |
| Equity                  | 1,428,949        | 1,321,914        | 107,035       |
| <b>Total assets</b>     | <b>3,394,863</b> | <b>3,347,560</b> | <b>47,303</b> |

### BALANCE SHEET STRUCTURE

€ MILLION



Any inconsistencies in the total are due to rounding

### MARKED DROP IN CURRENT ASSETS

At the end of the year, current assets amounted to €55.7 million, down €115.5 million compared to the previous year (2012: €171.2 million). The reduction was exclusively due to lower cash and cash equivalents as at the reporting date. By contrast, trade receivables advanced €1.8 million year-on-year to €5.6 million (€3.8 million). Other assets slipped €0.1 million, from €6.4 million to €6.3 million.

Cash and cash equivalents amounted to €40.8 million on the reporting date, down €120.2 million year-on-year (€161.0 million). There was also a time deposit as at the balance sheet date, which was recognised under other financial investments.

### NON-CURRENT ASSETS INCREASED AS A RESULT OF INVESTMENT

Non-current assets rose by €162.8 million, from €3,176.4 million to €3,339.2 million, in the year under review.

Investment properties gained €138.0 million. The Altmarkt-Galerie contributed €392.7 million, which was offset by cash disposals totalling €333.4 million from the deconsolidation of the Passau and Hamburg-Harburg properties. Costs of investments in portfolio properties amounted to €18.1 million. The revaluation of our property portfolio resulted in valuation gains of €60.5 million.

At-equity investments increased by €20.4 million from €321.5 million to €341.9 million. The recognition of the Passau and Hamburg-Harburg investments generated an addition of €148.9 million, which was offset by a €134.6 million reduction due to the first-time consolidation of Altmarkt-Galerie from 1 May 2013. The difference between the share in the earnings and losses resulted in a €6.1 million gain in at-equity investments.

Other non-current assets increased by €4.4 million net versus 2012.

### CURRENT LIABILITIES DOWN

Current liabilities fell by €118.6 million, from €242.0 million to €123.4 million, largely due to lower short-term bank loans and liabilities (down €94.1 million) and a decline in tax liabilities (down €23.2 million).

Other current liabilities declined €1.3 million in net terms.

### NON-CURRENT LIABILITIES UP DUE TO FINANCING

Non-current liabilities rose by €58.9 million, from €1,783.7 million to €1,842.6 million. The increase was essentially driven by the first-time consolidation of Altmarkt-Galerie Dresden and deconsolidations (€73.7 million). Non-current liabilities advanced €113.3 million in total. Deferred tax liabilities also rose, up €18.0 million to €198.5 million. At €213.4 million, third-party interests in the equity of the property companies was up €70.8 million year-on-year due to deconsolidations. Other liabilities slipped €1.6 million to €41.1 million (2012: €42.7 million), largely due to interest rate swap measurements.

## EQUITY

At €1,428.9 million, Group equity was up €107.0 million against the previous year (€1,321.9 million).

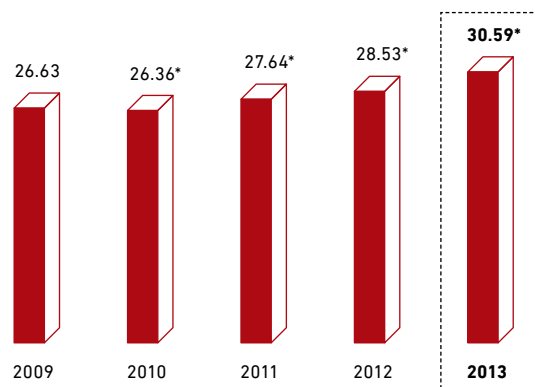
The change in equity over the year under review primarily comprises the difference between consolidated profit at €171.0 million and the €64.7 million paid as a dividend in June 2013.

## EPRA NET ASSET VALUE FURTHER INCREASED

Net asset value (NAV) amounted to €1,650.4 million or €30.59 per share as at 31 December 2013, compared with €1,538.9 million or €28.53 per share in 2012. Net asset value per share was therefore 7.2% higher year-on-year.

| € THOUSAND                | 31.12.2013     | 31.12.2012     |
|---------------------------|----------------|----------------|
| Equity                    | 1,428,949      | 1,321,914      |
| Deferred taxes            | 198,491        | 180,525        |
| Negative swap values      | 30,760         | 49,496         |
| Resulting deferred taxes  | -7,762         | -13,057        |
| EPRA NAV                  | 1,650,438      | 1,538,878      |
| <b>EPRA NAV per share</b> | <b>30.59 €</b> | <b>28.53 €</b> |

## NET ASSET VALUE PER SHARE



\* EPRA NAV

EPRA also recommends that an EPRA NNNAV (triple NAV) be calculated, which should roughly correspond to the liquidation value of the company. This adjusts the EPRA NAV to take account of hidden liabilities or undisclosed reserves resulting from the market valuation of bank loans and overdrafts, as well as deferred taxes. As at 31 December 2013, EPRA NNNAV amounted to €1,377.7 million, compared with €1,250.3 million in 2012. EPRA NNNAV per share was therefore €25.54 (2012: €23.18), which corresponds to an increase of 10.2%.

| € THOUSAND  | 31.12.2013     | 31.12.2012     |
|---|----------------|----------------|
| EPRA NAV  | 1,650,438      | 1,538,878      |
| Negative swap values                                | -30,760        | -49,496        |
| Negative present value of bank loans and overdrafts | -62,862        | -89,522        |
| Total deferred taxes                                | -179,080       | -149,607       |
| EPRA NNNAV  | 1,377,736      | 1,250,253      |
| <b>EPRA NNNAV per share</b>                         | <b>25.54 €</b> | <b>23.18 €</b> |

## OVERALL COMMENT BY THE EXECUTIVE BOARD ON THE ECONOMIC SITUATION

The past financial year confirmed that Deutsche EuroShop Group has a successful business model. We have again managed to meet our original expectations.

# Report on events after the balance sheet date

No further significant events occurred between the balance sheet date and the date of preparation of the consolidated financial statements.

## Outlook

The economic review produced by the federal government predicts positive growth for Germany in 2014, although economic imbalances are expected to persist within the eurozone. Gross domestic product (GDP) is forecast to grow by 1.8%. Growth is likely to be driven by sustained strong domestic demand and a sharp rise in exports. The unemployment rate is set to remain at the current level while inflation will be modest. Economic activity could rise slightly – to 42.1 million in employment – and salaries may increase slightly. The German Retail Federation (HDE) predicts that retail sales will advance by 1.1%.

The Stability and Growth Pact adopted by the EU member states in 2012 and associated debt brake have essentially eliminated government investment in some countries, meaning that no significant growth is expected in the foreseeable future in southern EU member states.

The global economy remains very delicate. Although the financial market turbulence experienced in 2013 has largely abated, many market participants and the general population are not yet convinced that the crisis is over.

Consequently, global demand for capital investments that retain their value remains strong, particularly in financially strong countries such as Germany. With interest rates low, life insurance companies in particular are still seeking real estate investment opportunities that will meet the long-term expectations of policyholders. This is keeping demand for real estate at record levels, in contrast to a merely limited supply side. Retail property in particular remains attractive to many institutional investors, leading to very high transaction prices and correspondingly low anticipated returns for core properties. We monitor developments on the real estate market closely. As in the past, we will only make new investments if the return that is achievable over the long term bears a reasonable relation to the investment risks.

### OUTLOOK GOOD FOR OUR SHOPPING CENTERS

We predict that our shopping centers will continue to perform well. The occupancy rate across all our shopping centers is currently expected to remain at around 99%. At the end of 2013, the occupancy rate for all types of space was 98.6%, on a par with 2012 (98.6%). The occupancy rate for retail space stood steady at 99.5%. The remaining vacancies consisted largely of office and storage space.

Outstanding rents and necessary valuation allowances remain stable at a low level. We see no sign of a significant change in this satisfactory situation.

### AGREED TRANSACTIONS ARE THE FOUNDATION FOR REVENUE AND EARNINGS PLANNING

The Deutsche EuroShop Group's revenue and earnings planning for 2014 and 2015 does not include the purchase or sale of any properties. The results of the annual valuation of our shopping centers and exchange rate factors are not included in our planning since they are not foreseeable.

Forecasts about the future revenue and earnings situation of our Group are based on the following factors:

- a) the development of revenue and earnings in the existing shopping centers
- b) the assumption that there will be no substantial reduction in sales in the retail sector that would prevent a large number of retailers from meeting their obligations under existing leases.

### REVENUE SET TO RISE BY 6% IN 2014

We anticipate that revenue will increase by around 6% to between €198 and €201 million in the 2014 financial year. The figures will be boosted by revenue from the Altmarkt-Galerie, which will be included in the full-year figures for the first time. In the 2015 financial year, revenue is likely to rise slightly to between €202 million and €205 million.

### FURTHER GROWTH IN EARNINGS IN THE NEXT TWO YEARS

Earnings before interest and taxes (EBIT) amounted to €165.8 million in 2013. According to our forecast, EBIT will come in at between €174 million and €177 million (up 6%) in the current financial year. EBIT should increase again to between €177 million and €180 million in 2015 (up 2%).

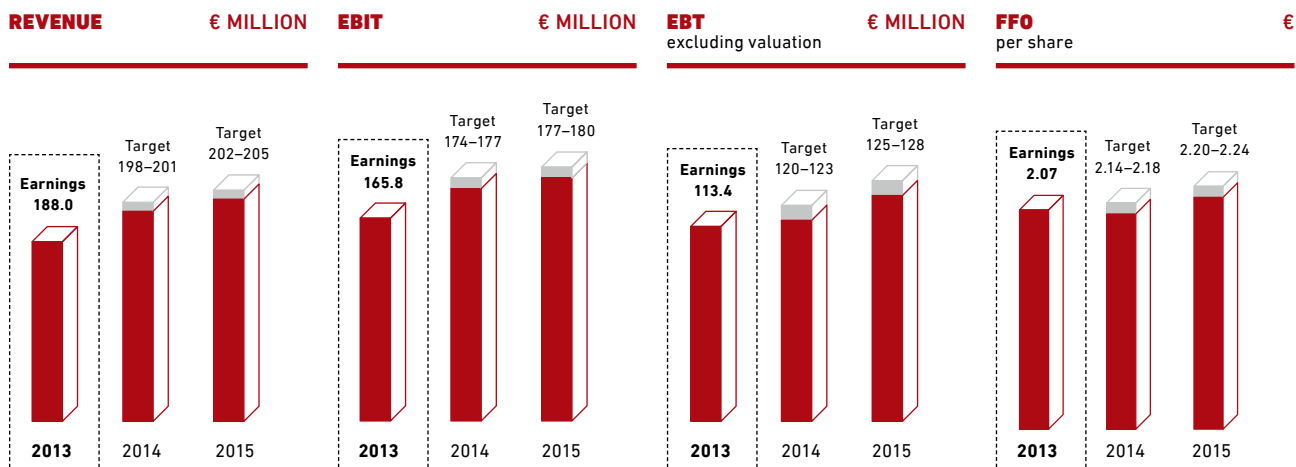
Earnings before tax after adjustments for the exceptional proceeds from the sale of Galeria Dominikanska in Breslau (EBT excluding valuation gains) came to €113.4 million. We expect to achieve EBT of between €120 million and €123 million in 2014 (an increase of 7%) and €125 to €128 million in 2015 (up 4%).

### FFO UP SLIGHTLY

Funds from operations (FFO) amounted to €2.08 per share in the year under review. We expect this figure to come to between €2.14 and €2.18 in 2014 (+4%) and between €2.20 and €2.24 (+3%) in 2015.

### DIVIDEND POLICY

We intend to maintain our long-term, reliable dividend policy and anticipate that we will be able to pay dividends at €1.30 per share in 2014 and €1.35 in 2015 to our shareholders.



\* Adjusted for sale proceeds



# Risk report

## PRINCIPLES GOVERNING THE RISK MANAGEMENT SYSTEM AND GROUP-WIDE INTERNAL CONTROL SYSTEM

Deutsche EuroShop's strategy is geared towards maintaining and sustainably increasing shareholders' assets and generating sustainably high surplus liquidity from leasing real estate, thereby ensuring that the shareholders can share in the success of the company over the long term through the distribution of a reasonable dividend. The focus of the risk management system is therefore on monitoring compliance with this strategy and, building on this, the identification and assessment of risks and opportunities as well as the fundamental decision on how to manage these risks. Risk management ensures that risks are identified at an early stage and can then be evaluated, communicated promptly and mitigated. Monitoring and management of the risks identified are the focus of the internal control system, which at Group level is essentially the responsibility of the Executive Board. The internal control system is an integral part of the risk management system.

Within the framework of their legal mandate for auditing the annual financial statements, the auditor checks whether the early warning system for risks is suitable for detecting at an early stage any risks or developments that might endanger the Company.

Risk analysis involves the identification and analysis of factors that may jeopardise the achievement of objectives. The risk analysis process answers the question of how to deal with risks given ongoing changes in the environment, the legal framework and working conditions. The resulting control activities are to be embedded into processes that are essential to the realisation of business targets.

## KEY FEATURES

Under existing service contracts, the Executive Board of Deutsche EuroShop AG is continuously briefed about the business performance of individual property companies. Financial statements and financial control reports are submitted on a quarterly basis for each shopping center, with medium-term corporate plans submitted annually. The Executive Board regularly reviews and analyses these reports, using the following information in particular to assess the level of risk:

1. Existing properties
  - Trends in accounts receivable
  - Trends in occupancy rates
  - Retail sales trends in the shopping centers
  - Variance against projected income from the properties
2. Centers under construction
  - Pre-leasing levels
  - Construction status
  - Budget status

In accordance with IFRS 8.12, segment reporting is presented as a geographical breakdown: domestic and international.

Risks are identified by observing issues and changes that deviate from the original plans and budgets. The systematic analysis of economic data such as consumer confidence and retail sales trends is also incorporated into risk management. The activities of competitors are also monitored continually.

## FINANCIAL STATEMENT PREPARATION PROCESS

Preparation of the financial statements is a further important part of the internal control system and is monitored and controlled at the level of the Group holding company. Internal regulations and guidelines ensure the conformity of the annual financial statements and the consolidated financial statements.

The decentralised preparation of Group-relevant reports by the service provider is followed by the aggregation and consolidation of the individual annual financial statements and the preparation of the information for reporting in the notes and Management Report in the accounting department of the holding company with the aid of the consolidation software Conmezzo. This is accompanied by manual process controls such as the principle of dual control by the employees charged with ensuring the regularity of financial reporting and by the Executive Board. In addition, within the scope of the auditing activities, the auditor of the consolidated financial statements performs process-independent auditing work, also with respect to financial reporting.

## ADVICE ON LIMITATIONS

By virtue of the organisational, control and monitoring measures laid down in the Group, the internal control and risk management system enables the full recording, processing and evaluation of Company-related facts as well as their proper presentation in Group financial reporting.

Decisions based on personal judgment, flawed controls, criminal acts or other circumstances cannot be entirely ruled out, however, and may limit the effectiveness and reliability of the internal control and risk management system that is in use such that the application of the systems used cannot guarantee absolute certainty in respect of the correct, complete and timely recording of facts in Group financial reporting.

The statements made relate solely to those subsidiaries included in the consolidated financial statements of Deutsche EuroShop for which Deutsche EuroShop is in a position, directly or indirectly, to dictate their financial and operating policies.

## PRESENTATION OF MATERIAL INDIVIDUAL RISKS

### CYCLICAL AND MACROECONOMIC RISKS

The German economy posted moderate growth in 2013. According to data published by the German Federal Statistical Office, GDP rose by 0.4% after price, seasonal and calendar adjustments (2012: 0.7%). Strong exports and robust domestic demand were the main growth drivers. The federal government forecasts GDP growth of 1.8% in Germany in 2014.

The labour market remained relatively strong. Employment was at a record high of 42.0 million. The annual average unemployment rate for the active population was 6.9% in 2013 (2012: 6.8%). The unemployment rate is expected to fall slightly in 2014.

In contrast, gross domestic product (GDP) in the eurozone fell by 0.4%. However, economic developments varied considerably from one EU member state to another. Southern European countries are still struggling with high debt-to-GDP ratios and a lack of competitiveness. To date, they have been unable to reduce debt levels significantly. Unemployment is at a record high of 12% in the eurozone. At around 50%, youth unemployment in countries such as Greece and Spain is particularly worrying. However, the eurozone economy should pick up in 2014 – the World Bank forecasts that economic output will rise by 1.1%.

Inflation slowed year-on-year in 2013. Germany and the eurozone posted identical inflation rates: 1.5%. Energy and food prices remained the main price drivers.

Economic imbalances within the eurozone will persist. The Stability and Growth Pact adopted by the EU member states in 2012 and associated debt brake have essentially eliminated government investment, meaning that no significant growth is expected in the foreseeable future in southern EU member states.

Deutsche EuroShop AG is not as strongly affected by short-term economic developments as other sectors are in terms of its business model – long-term, inflation-proofed leasing of retail space – and the associated risks. However, in light of the sovereign debt crisis, we cannot rule out the possibility of a change in economic conditions that would impact Deutsche EuroShop AG's business.

Past experience has demonstrated that by locating our shopping centers in prime locations and by ensuring broad sector diversification within the centers, we can achieve commercial success even under difficult economic conditions.

### MARKET AND SECTOR RISKS

There has been a structural change in retail trade in recent years, caused by shifts in demand patterns and new product formats. The greatest success has been enjoyed by large-scale retail operations that are able to offer customers a wide range of goods. Thanks to its business model, Deutsche EuroShop is in a position to benefit from this development, especially as the experience aspect of shopping has gained in importance and a trend towards shopping as a recreational and lifestyle activity has become apparent.

Revenue in the stationary retail sector saw nominal growth of 1.4% and 0.1% in real terms (2012: 1.9% nominal growth; down 0.3% in real terms). The German Retail Federation (HDE) predicts nominal retail sales growth of 1.5% to €439.7 billion in 2014.

The Internet and online trading are now established economic factors. Stationary retailers need to address the issues and challenges that this situation has created. The growth and success of e-commerce will result in a gradual structural change within stationary retail as retailers respond with different pricing models, special promotional offers and particularly by building up their own online presence. However, in the medium term, retailers will need to reconsider their network of locations. Properties in prime locations could benefit from this development.

Online trading advanced 12% to €33.1 billion in 2013. The German Retail Federation anticipates a further 17% rise in 2014 to €38.7 billion.

We minimise market and sector risks by closely monitoring the market and by concluding long-term contracts with tenants with strong credit ratings in all retail segments.

Deutsche EuroShop AG is not as strongly affected by short-term economic developments as other sectors are in terms of its business model – long-term, inflation-proofed leasing of retail space – and the associated risks. Long-term trends such as the growing impact of e-commerce on stationary retail will affect our business in the medium term, however. Past experience has demonstrated that by locating our shopping centers in prime locations and by ensuring broad sector diversification within the centers, we can achieve commercial success even during periods of stagnation. Provided that stationary retailers review their networks in response to the rise of online trading and focus on strong locations, our prime shopping center locations could emerge even stronger from the structural changes.

#### **RISK OF RENT LOSS**

It is possible that tenants may be unable to meet their obligations under existing leases or that the previous rents may no longer be obtained in the case of new and follow-on rentals. As a result, income would turn out to be less than budgeted, and distributions to shareholders might have to be reduced. If the rental income for a property company is no longer sufficient to meet its interest and repayment obligations, this could lead to the loss of the entire property. Tenants' revenue trends and the accounts receivable trends are regularly analysed in this respect, and measures to find new tenants are initiated at an early stage if there are signs of any negative developments.

The tenants provide corresponding security deposits against the risk of default. In addition, write-downs are recognised in the accounts in individual cases.

#### **COST RISK**

Expenditure on current maintenance or investment projects can turn out higher than budgeted on the basis of experience. We minimise risks from cost overruns in current investment projects by taking into account cost models in the calculation for all identifiable risks in the planning stage as a precautionary measure. In addition, construction contracts are only awarded on a fixed-price basis to general contractors with strong credit ratings. During the building phase, professional project management is assured by the companies we commission. However, it is impossible to completely avoid cost overruns in ongoing construction projects in individual cases.

#### **VALUATION RISK**

The value of a property is essentially determined by its capitalised earnings value, which in turn depends on factors such as the level of annual rental income, the underlying location risk, the evolution of long-term capital market rates and the general condition of the property. A reduction in rental income or a deterioration of the location risk necessarily results in a lower capitalised earnings value. The appreciation of the properties is therefore also significantly influenced by a variety of macroeconomic or regional factors as well as developments specific to the property that can neither be foreseen nor influenced by the Company. The factors described are taken into account in the annual market valuations of our portfolio properties by independent appraisers. Changes in value are recognised in the income statement of the consolidated financial statements in accordance with the requirements of IAS 40 and may thus increase the volatility of the consolidated profit.

#### **CURRENCY RISK**

Deutsche EuroShop AG's activities are limited exclusively to the European economic area. Manageable currency risks arise in the case of the Eastern European investment companies. These risks are not hedged because this is purely an issue of translation at the reporting date and is therefore not associated with any cash flow risks. The currency risk from operations is largely hedged by linking rents and loan liabilities to the euro. A risk could arise if the Hungarian forint or the Polish zloty were to plummet against the euro such that tenants were no longer able to pay what would then be considerably higher rents denominated in foreign currency.

#### **FINANCING AND INTEREST RATE RISKS**

We minimise the interest rate risk for new property financing as far as possible by entering into long-term loans with fixed-interest periods of up to 20 years. There is a risk that refinancing may only be available at higher interest rates than before. The interest rate level is materially determined by the underlying macroeconomic conditions and therefore cannot be predicted by us.

The possibility cannot be completely excluded that, due for example to a deterioration in the Company's results of operations, banks may not be prepared to provide refinancing or to extend credit lines. We monitor the interest rate environment closely so as to be able to react appropriately to interest rate changes with alternative financing concepts or hedging if necessary. With average interest rates at 3.88% (2012: 4.25%), this does not currently present a significant risk within the Group, particularly since the most recent refinancing was concluded at lower interest rates than the original financing and the current average interest rate.

Deutsche EuroShop AG uses derivatives that qualify for hedge accounting to hedge interest rate risks. These interest rate swap transactions transform variable interest rates into fixed interest rates. An interest rate swap is an effective hedge if the principal amounts, maturities, repricing or repayment dates, interest payment and principal repayment dates, and the basis of calculation used to determine the interest rates are identical for the hedge and the underlying transaction and the party to the contract fulfils the contract. Interest swaps and the underlying transaction are reported as one item. Financial instruments are not subject to liquidity or other risks. The Company counters the risk of default by stringently examining its contract partners. A test of effectiveness for the hedges described is implemented regularly.

#### **RISK OF DAMAGE**

The property companies bear the risk of total or partial destruction of the properties. The insurance payouts due in such a case might be insufficient to compensate fully for the damage. It is conceivable that insurance cover is not sufficient for all theoretically possible losses or that the insurers may refuse to provide compensation.

#### **IT RISK**

Deutsche EuroShop's information system is based on a centrally managed network solution. Corrective and preventive maintenance of the system is carried out by an external service provider. A virus protection concept and permanent monitoring of data traffic with respect to hidden and dangerous content are designed to protect against external attacks. All data relevant to operations is backed up on a daily basis. In the event of a hardware or software failure in our system, all data can be reproduced at short notice.

#### **PERSONNEL RISK**

Given the small number of employees of Deutsche EuroShop AG, the Company is dependent on individual persons in key positions. The departure of these key staff would lead to a loss of expertise, and the recruitment and induction of new replacement personnel could temporarily impair ongoing day-to-day business.

#### **LEGAL RISK**

The concept for our business model is based on the current legal situation, administrative opinion and court decisions, all of which may change at any time, however.

#### **EVALUATION OF THE OVERALL RISK POSITION**

On the basis of the monitoring system described, Deutsche EuroShop has taken appropriate steps to identify developments that could jeopardise its continued existence at an early stage and to counteract them. The Executive Board is not aware of any risks that could jeopardise the continued existence of the Company.

# Remuneration report

The remuneration rules of Deutsche EuroShop AG were last reviewed by the Supervisory Board in 2010 and amended to comply with the Gesetz zur Angemessenheit der Vorstandsvergütung (VorstAG – German Act on the Appropriateness of Executive Board Remuneration) and the Corporate Governance Code.

## REMUNERATION SYSTEM FOR THE EXECUTIVE BOARD

Remuneration for the Executive Board is set by the Supervisory Board. The remuneration system provides for a non-performance-related basic annual remuneration component based on the individual Executive Board member's duties, a performance-related remuneration component and non-cash benefits in the form of a company car and contributions to a pension scheme.

As a performance-related remuneration component, the bonus is dependent on the long-term performance of the company. It is based on the weighted average over the financial year and the two previous financial years. Group EBT (excluding valuation gains / losses) for the financial year is taken into account at a weighting of 60% in the basis of calculation, that of the previous financial year at 30% and that of the financial year before that at 10%. Mr Böge receives 0.5% of the calculation basis as a bonus and Mr Borkers receives 0.2%. with the amount of the bonus limited to 150% of the basic annual remuneration.

The non-performance-related basic annual remuneration is €300,000 for Mr Böge and €168,000 for Mr Borkers. In addition, Mr Böge is expected to receive a bonus of €450,000 and Mr Borkers €231,000 for financial year 2013. The final amount of the bonus will only be available after approval of the consolidated financial statements by the Supervisory Board; the bonus will be paid following approval.

Should the results of operations and net assets of the Company deteriorate during the term of the respective employment contracts to such an extent that further payment of this remuneration becomes unreasonable, the rules of section 87 (2) of the AktG will apply. In such a case, the Supervisory Board decides at its own discretion on the extent to which remuneration will be reduced.

In the event that the employment contract is terminated prematurely by the Company without any good cause, the members of the Executive Board shall be entitled to a settlement in the amount of the annual remuneration outstanding up to the end of the agreed contractual term, but limited to an amount equivalent to a maximum of two annual remunerations (basic annual remuneration plus bonus). The annual remuneration amount is determined on the basis of the average annual remuneration for the previous financial year and the probable annual remuneration for the current financial.

A long-term incentive (LTI) remuneration component was agreed for the first time in 2010. The amount of the LTI is based on the changes in the market capitalisation of Deutsche EuroShop AG between 1 July 2010 and 30 July 2015. Market capitalisation is calculated by multiplying the share price by the number of Company shares issued. On 1 July 2010, according to information provided by the German stock exchange, market capitalisation stood at €983.5 million.

If, over the five-year period, there is a positive change in market capitalisation of up to €500 million, Mr Böge will receive 0.2% and Mr Borkers 0.025% of the change. For any change over and above this amount, Mr Böge will receive 0.1% and Mr Borkers 0.0125%. The LTI will be paid out to Mr Borkers in December 2015, and to Mr Böge in five equal annual instalments, the first being paid on 1 January 2016. In the event that the employment contract is terminated prematurely by the Company, any entitlements arising from the LTI until that date will be paid out prematurely.

Between 1 July 2010 and 31 December 2013, the market capitalisation of the Company rose to €1,717.1 million (end-2012: €1,706.8 million), an increase of €733.6 million against 1 July 2010 (end-2012: €723.3 million) The present value of the potential entitlement to the long-term incentive arising therefrom was €1.302 million at year-end (31 December 2012: €1.272 million). An allocation to the provision of €306,000 (2012: €305,000) was included for this purpose during the financial year.

## REMUNERATION OF THE EXECUTIVE BOARD 2013

The remuneration of the Executive Board totalled €1.237 million, which can be broken down as follows:

| € THOUSAND          | Non-performance-related remuneration | Performance-related remuneration | Ancillary benefits | Total        | Total Previous year |
|---------------------|--------------------------------------|----------------------------------|--------------------|--------------|---------------------|
| Claus-Matthias Böge | 300                                  | 447                              | 80                 | 827          | 829                 |
| Olaf Borkers        | 168                                  | 230                              | 12                 | 410          | 364                 |
|                     | <b>468</b>                           | <b>677</b>                       | <b>92</b>          | <b>1,237</b> | <b>1,193</b>        |



In addition to the prospective bonuses for the financial year, the performance-related remuneration also includes the difference between the prospective and final bonuses for the previous year (€-4,000).

The ancillary benefits for each Executive Board member include the provision of a car for business and private use as well as contributions to a pension scheme.

No advances or loans were granted to members of the Executive Board. The Company has not entered into any commitments or contingent liabilities in favour of these persons.

## REMUNERATION SYSTEM FOR THE SUPERVISORY BOARD

The remuneration of the Supervisory Board is based on section 8 (4) of the Articles of Association of Deutsche EuroShop AG. In accordance with the Articles of Association, the remuneration amounts to €50,000 for the chairman, €37,500 for the deputy chairman and €25,000 for each of the other members of the Supervisory Board. Committee membership is not taken into account when determining the remuneration of the Supervisory Board. Moreover, the remuneration does not contain any performance-related elements. The remuneration is determined on the basis of the business model and size of the Company as well as the responsibility associated with the role. The Company's business and financial position is also taken into consideration. If any member of the Supervisory Board should leave the Supervisory Board during the financial year, they shall receive their remuneration pro rata. In accordance with section 8 (5) of the Articles of Association, expenses are also reimbursed.

## REMUNERATION OF THE SUPERVISORY BOARD 2013

The remuneration of the members of the Supervisory Board came to €312,000 in the period under review, which can be broken down as follows:

| € THOUSAND                           | 2013          | 2012          |
|--------------------------------------|---------------|---------------|
| Manfred Zaß                          | 59.50         | 59.50         |
| Dr. Michael Gellen                   | 44.62         | 44.62         |
| Thomas Armbrust                      | 29.75         | 29.75         |
| Karin Dohm                           | 29.75         | 13.98         |
| Dr. Jörn Kreke                       | 13.94         | 29.75         |
| Dr. Henning Kreke                    | 15.81         | 0             |
| Alexander Otto                       | 29.75         | 29.75         |
| Reiner Strecker                      | 29.75         | 13.98         |
| Klaus Striebich                      | 29.75         | 13.98         |
| Dr. Bernd Thiemann                   | 29.75         | 29.75         |
| <b>Including 19% value added tax</b> | <b>312.37</b> | <b>265.06</b> |

No advances or loans were granted to the members of the Supervisory Board.

## MISCELLANEOUS

No agreements have been concluded with members of the Executive Board that provide for a severance payment on expiry of their current employment contract.

No pensions are paid to former members of the Executive or Supervisory Boards or to their dependents.

# Acquisition reporting

Deutsche EuroShop shares are traded on the Frankfurt Stock Exchange and other exchanges. As at 31 December 2013, 9.73% of shares were owned by Alexander Otto (2012: 9.57%).

The share capital amounts to €53,945,536 and comprises 53,945,536 no-par value registered shares. The notional value of each share is €1.00.

According to Article 5 of the Articles of Association, the Executive Board is authorised, with the Supervisory Board's approval, to increase the share capital by up to a total of €26,972,768 through one or several issues of new no-par value registered shares against cash or non-cash contributions before 19 June 2018 ("Authorised capital 2013").

The Executive Board is authorised, with the Supervisory Board's approval, to issue, until 15 June 2016, convertible bonds with a total nominal value of up to €200,000,000 and a maximum term of 10 years and to grant the holders of the respective, equally privileged, bonds conversion rights to new no-par value shares in the Company up to a total of 10,000,000 shares (€10.0 million), as detailed in the terms and conditions for convertible bonds ("Bond conditions"; "Conditional capital 2011"). The convertible bonds may also pay a variable rate of interest, in which case, as with a participating bond, the interest may be dependent in full or in part on the level of the Company's dividend. In November 2012, Deutsche EuroShop issued a convertible bond with a five-year term and a nominal value of €100,000,000, for which some 2.9 million no-par shares are currently reserved in conditional capital.

A change-of-control arrangement has been agreed with two employees. Under this arrangement, if and insofar as the Company informs them that they will no longer be employed in their current positions, these employees will have a special right of termination with a notice period of one month up to the end of the quarter, which will be valid for 12 months from the date the change of control takes effect.

A change of control arises if Deutsche EuroShop AG merges with another company, if a public takeover bid has been made under the Deutsches Wertpapiererwerbs- und Übernahmegesetz (WpÜG – German Securities Acquisition and Takeover Act) and accepted by a majority of shareholders, if the Company is integrated into a new group of companies or if the Company goes private and is delisted.

In the event of such termination of the employment relationship, these employees will receive a one-time payment amounting to three months' gross salary multiplied by the number of years that they have worked for the Company, but limited to a maximum of 24 months' gross salary.

Deutsche EuroShop Group does not currently have any other compensation agreements with members of the Executive Board or other employees for the event of a change of control.

The material provisions governing Deutsche EuroShop AG, which include a change of control clause, primarily relate to bilateral credit facilities and various loan agreements. In the event of a takeover, the relevant lenders are entitled to terminate the facility and where applicable demand immediate repayment. A takeover is defined as a third party taking control of Deutsche EuroShop AG; the takeover may also be made by a group acting jointly.

## Declaration on corporate governance (section 289a HGB)

The declaration on corporate governance, in conformity with section 3.10 of the Deutscher Corporate Governance Kodex (German Corporate Governance Code) and section 289a of the Handelsgesetzbuch (German Commercial Code – HGB) has been published on the Deutsche EuroShop website: [www.deutsche-euroshop.de/ezu](http://www.deutsche-euroshop.de/ezu).

Hamburg, 15. April 2014

### FORWARD-LOOKING STATEMENTS

This Management Report contains forward-looking statements based on estimates of future developments by the Executive Board. The statements and forecasts represent estimates based on all of the information available at the current time. If the assumptions on which these statements and forecasts are based do not materialise, the actual results may differ from those currently being forecast.

### ROUNDING AND RATES OF CHANGE

Percentages and figures stated in this report may be subject to rounding differences. The rates of change are based on economic considerations: improvements are indicated by a plus (+), deterioration by a minus (-).



# Consolidated balance sheet

| ASSETS IN € THOUSAND                              | Note | 31.12.2013       | 31.12.2012<br>after adjustment | 01.01.2012<br>after adjustment |
|---|------|------------------|--------------------------------|--------------------------------|
| <b>ASSETS</b>                                     |      |                  |                                |                                |
| <b>Non-current assets</b>                         |      |                  |                                |                                |
| Intangible assets                                 | 1.   | 8                | 16                             | 20                             |
| Property, plant and equipment                     | 2.   | 413              | 112                            | 137                            |
| Investment properties                             | 3.   | 2,962,163        | 2,824,133                      | 2,596,131                      |
| Investments accounted for using the equity method | 4.   | 341,907          | 321,534                        | 326,699                        |
| Other financial assets                            | 5.   | 34,519           | 30,293                         | 27,815                         |
| Other non-current assets                          | 6.   | 155              | 312                            | 459                            |
| <b>Non-current assets</b>                         |      | <b>3,339,165</b> | <b>3,176,400</b>               | <b>2,951,261</b>               |
| <b>Current assets</b>                             |      |                  |                                |                                |
| Trade receivables                                 | 7.   | 5,595            | 3,772                          | 4,912                          |
| Other current assets                              | 8.   | 6,293            | 6,382                          | 14,207                         |
| Other financial investments                       | 9.   | 3,000            | 0                              | 0                              |
| Cash and cash equivalents                         | 10.  | 40,810           | 161,006                        | 57,613                         |
| <b>Current assets</b>                             |      | <b>55,698</b>    | <b>171,160</b>                 | <b>76,732</b>                  |
| <b>Total assets</b>                               |      |                  |                                |                                |
|   |      | <b>3,394,863</b> | <b>3,347,560</b>               | <b>3,027,993</b>               |

| <b>EQUITY AND LIABILITIES IN € THOUSAND</b> | <b>Note</b> | <b>31.12.2013</b> | <b>31.12.2012<br/>after adjustment</b> | <b>01.01.2012<br/>after adjustment</b> |
|---|-------------|-------------------|--|--|
| <b>EQUITY AND LIABILITIES</b>               |             |                   |  |  |
| <b>Equity and reserves</b>                  |             |                   |  |  |
| Issued capital                              |             | 53,945            | 53,945                                 | 51,631                                 |
| Capital reserves                            |             | 961,970           | 961,987                                | 890,482                                |
| Retained earnings                           |             | 413,034           | 305,982                                | 250,928                                |
| <b>Total equity</b>                         | <b>11.</b>  | <b>1,428,949</b>  | <b>1,321,914</b>                       | <b>1,193,041</b>                       |
| <b>Non-current liabilities</b>              |             |                   |  |  |
| Financial liabilities                       | 12.         | 1,389,552         | 1,276,303                              | 1,185,613                              |
| Deferred tax liabilities                    | 13.         | 198,491           | 180,525                                | 210,587                                |
| Right to redeem of limited partners         |             | 213,422           | 284,176                                | 280,078                                |
| Other liabilities                           | 18.         | 41,096            | 42,684                                 | 32,288                                 |
| <b>Non-current liabilities</b>              |             | <b>1,842,561</b>  | <b>1,783,688</b>                       | <b>1,708,566</b>                       |
| <b>Current liabilities</b>                  |             |                   |  |  |
| Financial liabilities                       | 12.         | 97,207            | 191,298                                | 97,962                                 |
| Trade payables                              | 14.         | 3,351             | 2,135                                  | 2,389                                  |
| Tax liabilities                             | 15.         | 1,357             | 24,569                                 | 5,913                                  |
| Other provisions                            | 16.         | 6,804             | 12,495                                 | 8,281                                  |
| Other liabilities                           | 17.         | 14,634            | 11,461                                 | 11,841                                 |
| <b>Current liabilities</b>                  |             | <b>123,353</b>    | <b>241,958</b>                         | <b>126,386</b>                         |
| <b>Total equity and liabilities</b>         |             | <b>3,394,863</b>  | <b>3,347,560</b>                       | <b>3,027,993</b>                       |



# Consolidated income statement

| € THOUSAND  | Note       | 2013           | 2012<br>after adjustment |
|---|------------|----------------|--------------------------|
| Revenue   | 19.        | 187,987        | 178,161                  |
| Property operating costs  | 20.        | -8,452         | -9,983                   |
| Property management costs   | 21.        | -9,323         | -8,502                   |
| <b>Net operating income (NOI)</b>   |            | <b>170,212</b> | <b>159,676</b>           |
| Other operating income  | 22.        | 2,837          | 2,733                    |
| Other operating expenses  | 23.        | -7,285         | -10,830                  |
| <b>Earnings before interest and taxes (EBIT)</b>  |            | <b>165,764</b> | <b>151,579</b>           |
| Income from investments   | 24.        | 16,688         | 1,400                    |
| Interest income   |            | 448            | 500                      |
| Interest expense  |            | -57,827        | -63,066                  |
| Other financial expenses  |            | -4,550         | 0                        |
| Income from the disposal of financial assets  |            | 23             | 0                        |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method  | 25.        | 27,024         | 14,346                   |
| Profit / loss attributable to limited partners  | 26.        | -15,939        | -15,271                  |
| <b>Net finance costs</b>  |            | <b>-34,133</b> | <b>-62,091</b>           |
| <b>Measurement gains / losses</b>   | <b>27.</b> | <b>55,982</b>  | <b>13,934</b>            |
| of which excess of identified net assets acquired over cost of acquisition in accordance with IFRS 3 €0 thousand (previous year: €4,410 thousand) |            |                |                          |
| <b>Earnings before taxes (EBT)</b>  |            | <b>187,613</b> | <b>103,422</b>           |
| Income tax expense  | 28.        | -16,570        | 19,062                   |
| <b>Consolidated profit</b>  |            | <b>171,043</b> | <b>122,484</b>           |
| Earnings per share (€), basic   | 32.        | 3.17           | 2.36                     |
| Earnings per share (€), diluted   | 32.        | 3.05           | 2.35                     |

# Consolidated statement of comprehensive income

| € THOUSAND  | Note         | 2013           | 2012<br>after adjustment |
|---|--------------|----------------|--------------------------|
| <b>Consolidated profit</b>  |              | <b>171,043</b> | <b>122,484</b>           |
| <b>Items which under certain conditions will be reclassified to the income statement in future periods:</b> |              |                |                          |
| Changes in cash flow hedge  | 11., 30.     | 11,217         | -12,073                  |
| Change in investments accounted for using the equity method   | 11.          | 7,519          | -2,395                   |
| Change due to IAS 39 measurement of investments   | 4., 11., 30. | 3,606          | 2,478                    |
| Disposal due to IAS 39 measurement of investments   | 11., 30.     | -15,799        | 0                        |
| Deferred taxes on changes in value offset directly against equity   | 11., 13.     | -5,354         | 1,344                    |
| <b>Total earnings recognised directly in equity</b>   |              | <b>1,189</b>   | <b>-10,646</b>           |
| <b>Total profit</b>   |              | <b>172,232</b> | <b>111,838</b>           |
| Share of Group shareholders   |              | 172,232        | 111,838                  |

# Consolidated cash flow statement

| € THOUSAND   | Note            | 2013            | 2012            |
|--|-----------------|-----------------|-----------------|
| <b>Profit after tax</b>  |                 | <b>171,043</b>  | <b>122,484</b>  |
| Expenses / income from the application of IFRS 3                               | 27.             | 0               | -5,289          |
| Income from the disposal of shareholdings                                      | 24.             | -15,822         | 0               |
| Profit / loss attributable to limited partners                                 | 26., 27.        | 20,431          | 33,946          |
| Depreciation of intangible assets and property, plant and equipment            | 1., 2.          | 65              | 40              |
| Unrealised changes in fair value of investment property                        | 26.             | -60,539         | -36,518         |
| Net loss from derivatives  |                 | 4,550           | 0               |
| Other non-cash income and expenses   |                 | 1,662           | 484             |
| Profit / losses of joint ventures and associates                               | 25., 31.        | -5,849          | 2,984           |
| Expenses from investment activities to be allocated to the cash flow           | 27.             | 64              | 9,198           |
| Deferred taxes   | 28.             | 14,208          | -27,545         |
| <b>Operating cash flow</b>   |                 | <b>129,813</b>  | <b>99,784</b>   |
| Changes in receivables   | 6., 7., 8., 30. | -1,402          | -128            |
| Change in other financial investments  | 16.             | -3,000          | 0               |
| Changes in current provisions  | 14., 15., 17.   | -29,657         | 22,871          |
| Changes in liabilities   | 18., 30.        | 3,642           | -667            |
| <b>Cash flow from operating activities</b>                                     |                 | <b>99,396</b>   | <b>121,860</b>  |
| Payments to acquire property, plant and equipment / investment properties      | 2., 3.          | -18,491         | -11,735         |
| Expenses from investment activities to be allocated to the cash flow           |                 | -64             | -9,198          |
| Payments to acquire shareholdings in consolidated companies and business units |                 | -59,438         | -176,250        |
| Inflows / outflows to / from the financial assets                              |                 | -600            | -210            |
| <b>Cash flow from investing activities</b>                                     |                 | <b>-78,593</b>  | <b>-197,393</b> |
| Outflow from the repayment of financial liabilities                            | 12.             | -59,739         | 190,684         |
| Contributions of Group shareholders  | 11., 29.        | 0               | 66,198          |
| Payments to limited partners   | 29.             | -12,285         | -21,161         |
| Payments to Group shareholders   | 11., 29.        | -64,735         | -56,795         |
| <b>Cash flow from financing activities</b>                                     |                 | <b>-136,759</b> | <b>178,926</b>  |
| <b>Net change in cash and cash equivalents</b>                                 |                 | <b>-115,956</b> | <b>103,393</b>  |
| <b>Cash and cash equivalents at beginning of period</b>                        |                 | <b>161,006</b>  | <b>57,613</b>   |
| Changes in the financial resources fund due to consolidation changes           |                 | -4,240          | 0               |
| <b>Cash and cash equivalents at end of period</b>                              |                 | <b>40,810</b>   | <b>161,006</b>  |

# Statement of changes in equity

| € THOUSAND                                   | Note | Number of shares outstanding | Share capital | Capital reserves | Other retained earnings | Statutory reserve | Available-for-sale reserve | Cash flow hedge reserve | Total            |
|--|------|------------------------------|---------------|------------------|-------------------------|-------------------|----------------------------|-------------------------|------------------|
| <b>01.01.2012</b>                            |      | <b>51,631,400</b>            | <b>51,631</b> | <b>890,482</b>   | <b>262,538</b>          | <b>2,000</b>      | <b>9,715</b>               | <b>-23,325</b>          | <b>1,193,041</b> |
| IAS 8 Amendment                              |      |                              |               |                  | -3,136                  |                   |                            | 3,136                   |                  |
| 01.01.2012 after amendment                   |      | 51,631,400                   | 51,631        | 890,482          | 259,402                 | 2,000             | 9,715                      | -20,189                 | 1,193,041        |
| <b>01.01.2012 after adjustment</b>           |      | <b>51,631,400</b>            | <b>51,631</b> | <b>890,482</b>   | <b>259,402</b>          | <b>2,000</b>      | <b>9,715</b>               | <b>-20,189</b>          | <b>1,193,041</b> |
| Total earnings recognised directly in equity |      |                              |               |                  | -1,968                  |                   | 2,478                      | -11,156                 | -10,646          |
| Consolidated profit                          |      |                              |               |                  | 122,484                 |                   |                            |                         | 122,484          |
| Total profit                                 |      |                              |               |                  | 120,516                 | 0                 | 2,478                      | -11,156                 | 111,838          |
| Dividend payments                            | 11.  |                              |               |                  | -56,795                 |                   |                            |                         | -56,795          |
| Bond conversion right                        | 12.  |                              |               | 7,140            |                         |                   |                            |                         | 7,140            |
| Capital increase                             |      | 2,314,136                    | 2,314         | 64,365           |                         |                   |                            |                         | 66,679           |
| Other changes                                |      |                              |               |                  | 11                      |                   |                            |                         | 11               |
| <b>31.12.2012</b>                            |      | <b>53,945,536</b>            | <b>53,945</b> | <b>961,987</b>   | <b>323,134</b>          | <b>2,000</b>      | <b>12,193</b>              | <b>-31,345</b>          | <b>1,321,914</b> |
| <b>01.01.2013</b>                            |      | <b>53,945,536</b>            | <b>53,945</b> | <b>961,987</b>   | <b>323,134</b>          | <b>2,000</b>      | <b>12,193</b>              | <b>-31,345</b>          | <b>1,321,914</b> |
| Total earnings recognised directly in equity |      |                              |               | 0                | 5,034                   |                   | -12,193                    | 8,348                   | 1,189            |
| Consolidated profit                          |      |                              |               |                  | 171,043                 |                   |                            |                         | 171,043          |
| Total profit                                 |      |                              | 0             | 0                | 176,077                 | 0                 | -12,193                    | 8,348                   | 172,232          |
| Dividend payments                            | 11.  |                              |               |                  | -64,735                 |                   |                            |                         | -64,735          |
| Other changes                                |      |                              |               | -17              | -445                    |                   |                            |                         | -462             |
| <b>31.12.2013</b>                            |      | <b>53,945,536</b>            | <b>53,945</b> | <b>961,970</b>   | <b>434,031</b>          | <b>2,000</b>      | <b>0</b>                   | <b>-22,997</b>          | <b>1,428,949</b> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## FINANCIAL YEAR 2013

### GENERAL DISCLOSURES

The Group parent company is Deutsche EuroShop AG, Hamburg, Germany. The Company's registered office is Heegbarg 36, 22391 Hamburg, and it is entered in the Hamburg commercial register under HRB 91799.

Deutsche EuroShop AG focuses on acquiring, managing, using and selling investments of all kinds, and in particular investments in retail properties.

The consolidated financial statements of Deutsche EuroShop AG have been prepared in accordance with the International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board (IASB), including the interpretations of the International Financial Reporting Interpretations Committee (IFRIC) and the supplementary provisions of German commercial law required to be applied under section 315a (1) of the Handelsgesetzbuch (HGB – German Commercial Code). They are based on the premise of a going concern. All IFRSs and IFRIC interpretations endorsed by the European Commission and required to be applied as of 31 December 2013 have been applied.

In addition to the consolidated balance sheet, consolidated income statement and the consolidated statement of comprehensive income, the consolidated financial statements comprise the consolidated statement of changes in equity, the cash flow statement and the notes to the consolidated financial statements.

Amounts are mainly presented in thousands of €.

The preparation of the consolidated financial statements necessitates the use of estimates and assumptions. These affect the reported amounts of assets, liabilities and contingent liabilities at the balance sheet date, as well as the recognition of income and expenses during the reporting period. The actual amounts can differ from these estimates. Expected cash flows and the discount factor in particular are critical parameters for the measurement of investment properties.

The consolidated financial statements as at 31 December 2013 were approved by the Audit Committee of the Supervisory Board on 15 April 2014 and are expected to be approved at the Supervisory Board's financial statements review meeting on 23 April 2014. Until the consolidated financial statements are adopted there is still a possibility that they may be amended.

A detailed list of the companies included in the consolidated financial statements forms part of the notes.

The annual financial statements of the consolidated companies were prepared as at 31 December 2013, the reporting date of the consolidated financial statements.

# BASIS OF CONSOLIDATION AND CONSOLIDATION METHODS

## BASIS OF CONSOLIDATION

### SUBSIDIARIES

The consolidated financial statements include all subsidiaries in which Deutsche EuroShop AG directly or indirectly holds a majority of voting rights.

As at 31 December 2013, the basis of consolidation comprised, in addition to the parent company, twelve (previous year: 12) fully consolidated domestic and foreign subsidiaries.

### Suspension of the voting trust agreement with two property companies

A voting trust agreement was in place with a co-shareholder of Immobilien Kommanditgesellschaft FEZ Harburg and Stadt-Galerie Passau KG until 31 December 2012 which granted Deutsche EuroShop controlling interest of these companies. These voting trust agreements were terminated by mutual agreement at midnight on 31 December 2012. As a result, Deutsche EuroShop no longer has the necessary majority voting interest. The two companies in which Deutsche EuroShop AG holds a 50% and 75% stake respectively, were previously fully consolidated. After their deconsolidation they were also switched to the equity-accounted method as of 1 January 2013, with the result that the following asset and liability items from the consolidated balance sheet are no longer shown:

| € THOUSAND                   |         |
|------------------------------|---------|
| Investment properties        | 333,370 |
| Receivables and other assets | 1,114   |
| Cash and cash equivalents    | 2,812   |
| Provisions                   | 124     |
| Financial liabilities        | 109,872 |
| Other liabilities            | 581     |
| Minority interests           | 77,666  |

The fair value of disposed net assets was accounted for as "investments accounted for using the equity method".

### Withdrawal of Deutsche EuroShop AG from DB 12 Immobilienfonds 12 Main-Taunus-Zentrum KG, Hamburg

As of 31 December 2012, Deutsche EuroShop withdrew as a limited partner from DB Immobilienfonds 12 Main-Taunus-Zentrum KG (DB 12 KG). As compensation, Deutsche EuroShop received its limited partnership interest in the Main-Taunus-Zentrum KG, which had previously been held directly via DB 12 KG, plus a proportionate share of cash and cash equivalents in the amount of €1.5 million. DB 12 KG had previously been fully consolidated. The company was deconsolidated on 1 January 2013, with the result that the following asset and liability items from the consolidated balance sheet as of 31 December 2012 are no longer shown:



€ THOUSAND

|                            |        |
|----------------------------|--------|
| Cash and cash equivalents  | -2,973 |
| Provisions and liabilities | 155    |
| Deconsolidation amount     | -2,818 |

This event did not have an impact on earnings. It increases the Company's direct shareholding in Main-Taunus-Zentrum KG from 5.74% to 52.01%.

### Shareholding in Altmarkt-Galerie Dresden KG increased to 100%

With effect from 1 May 2013, Deutsche EuroShop AG acquired 33% of the Altmarkt-Galerie Dresden KG, thus taking its shareholding to 100%. The purchase price was €70.2 million. The property company was fully consolidated as of 1 May 2013. No excess of identified net assets acquired over cost of acquisition resulted from the first-time consolidation. In the whole of 2013 the company posted revenue of €24,540 thousand and a loss of €31,639 thousand. In the period from 1 May to 31 December 2013, turnover amounted to €16,129 thousand and the profit for the year to €28,592 thousand.

€ THOUSAND

|  | Carrying amounts | Fair value     |
|--|------------------|----------------|
| Purchase price   | 70,216           | 70,216         |
| Fair value net assets prior to effective control                         | 111,637          | 111,637        |
| Full amount of consideration   | <b>181,853</b>   | <b>181,853</b> |
| Net assets acquired:   |                  |                |
| Property assets  | 392,735          | 392,735        |
| Cash and cash equivalents  | 10,778           | 10,778         |
| Receivables and other assets   | 1,342            | 1,342          |
| Loan liabilities   | 187,107          | 187,107        |
| Deferred taxes   | 21,743           | 21,743         |
| Provisions   | 885              | 885            |
| Other liabilities  | 13,267           | 13,267         |
| <b>Excess of identified net assets acquired over cost of acquisition</b> | <b>0</b>         | <b>0</b>       |

### Sale of Kommanditgesellschaft PANTA Achtundvierzigste Grundstücksgesellschaft GmbH & Co., Hamburg

With effect from 30 September 2013 the shares in Kommanditgesellschaft PANTA Achtundvierzigste Grundstücksgesellschaft m.b.H. & Co., Hamburg were sold for a purchase price of €25 thousand. The previously equity-accounted net asset value of €437 thousand was offset against outstanding obligations to make capital contributions of €435 thousand, resulting in sales proceeds in the amount of €23 thousand. By 30 September 2014 the company generated a net loss amounting to €6 thousand, which is included in the net finance costs.

### JOINT VENTURES

Joint ventures in which Deutsche EuroShop AG has a majority of the voting rights together with third parties are accounted for using the equity method. Six companies fall into this category as at the balance sheet date. Please also note the explanations of the "Changes in accounting and valuation methods".

### ASSOCIATES

In accordance with IAS 28, where Deutsche EuroShop AG can exercise a significant influence but not control over companies, these are accounted for using the equity method. Five companies fall into this category as at the balance sheet date.

## INVESTEES

Investments over which Deutsche EuroShop AG has neither significant influence nor control are measured at fair value, in line with the provisions of IAS 39. These include the investment in Ilwro Holding B.V. Amsterdam, into which the investment in Ilwro Joint Venture Sp zo.o. was incorporated in the year under review.

## CONSOLIDATION METHODS

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For purchase accounting, the cost is eliminated against the parent company's interest in the re-valued equity of the subsidiaries at the date of acquisition or initial consolidation. Any remaining excess of identified net assets acquired over cost of acquisition is recognised as goodwill in intangible assets. Any excess of identified net assets acquired over cost of acquisition is recognised in income following a further reassessment.

Joint ventures and associates are accounted for using the equity method. The cost of the investment is recognised in income at an amount increased or reduced by the changes in equity corresponding to the equity interest of Deutsche EuroShop AG.

Intragroup transactions are eliminated as part of the consolidation of intercompany balances and of income and expenses.

## CURRENCY TRANSLATION

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The Group currency is the Euro (€).

The companies located outside the eurozone that are included in the consolidated financial statements are treated as legally independent, but economically dependent, integrated companies. The reporting currency of this company (Polish zloty) therefore deviates from the functional currency (euro). Under IAS 21, annual financial statements prepared in foreign currencies are translated using the functional currency method, with the result that the balance sheet is to be translated as if the transactions had arisen for the Group itself, as the local currency of the integrated companies is deemed to be a foreign currency for these companies.

Monetary values are therefore translated at the closing rate and non-monetary items at the rate that applied at the time of initial recognition. Non-monetary items to be reported at fair value are translated at the closing rate. Items in the consolidated income statement that are recognised in income are translated at average rates for the year or, in the event of strong fluctuations, using the rate that applied on the date of the transaction. Any translation differences that may arise if the translation rates of the balance sheet and consolidated income statement differ are recognised in profit or loss.

A closing rate of HUF 296.91 (previous year: HUF 291.29) and an average rate of HUF 296.92 (previous year: HUF 289.42) were used in the translation of the separate Hungarian financial statements for Einkaufs-Center Arkaden Pécs KG, Hamburg, from forint to euros. A closing rate of PLN 4.1472 (previous year: PLN 4.0822) and an average rate of PLN 4.1975 (previous year: PLN 4.185) were taken as a basis for translating the separate financial statements of the Polish property company.

## CHANGES IN ACCOUNTING POLICIES

### Switch from the proportionate consolidation method to equity method accounting from 1 January 2013

Joint ventures in which Deutsche EuroShop AG has a majority of the voting rights together with third parties have up until now been proportionately included as joint ventures in the consolidated financial statements. Proportional consolidation is no longer allowed given the adoption of the new IFRS 11. In future, joint ventures will be accounted for using the equity method. Adoption of this standard is compulsory as of 1 January 2014. Regardless of this, we exercised our right as set forth in IAS 31 and switched to equity accounting as of 1 January 2013.

The comparative amounts of fiscal year 2012 have been altered as though in 2012 and in previous periods equity accounting had been applied. This means that the capital market now has a clearer picture of the asset, financial and earnings position of the Group with a view to the upcoming changes induced by IFRS 11.

The transition from proportional to equity accounting has an impact on the structure of our consolidated financial statements. Assets, liabilities, expenses and income are no longer recognised proportionally in the corresponding balance sheet or income statement items.

The following companies are affected by the switch:

- Altmarkt-Galerie Dresden KG, Hamburg (until 30 April 2013)
- Allee-Center Magdeburg KG, Hamburg
- CAK City Arkaden Klagenfurt KG, Hamburg
- EKZ Eins Errichtungs- und Betriebs Ges.m.b.H. & Co OG, Vienna
- Einkaufs-Center Arkaden Pécs KG, Hamburg

## RECONCILIATION OF THE CONSOLIDATED BALANCE SHEET USING THE EQUITY METHOD AS AT 1 JANUARY 2012

| <b>ASSETS IN € THOUSAND</b>                       | <b>01.01.2012<br/>before adjustment</b> | <b>01.01.2012<br/>adjustment</b> | <b>01.01.2012<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>ASSETS</b>                                     |   |                                  |  |
| <b>Non-current assets</b>                         |   |                                  |  |
| Intangible assets                                 | 20                                      | 0                                | 20                                     |
| Property, plant and equipment                     | 137                                     | 0                                | 137                                    |
| Investment properties                             | 3,106,832                               | -510,701                         | 2,596,131                              |
| Investments accounted for using the equity method | 4,514                                   | 322,185                          | 326,699                                |
| Other financial assets                            | 27,815                                  | 0                                | 27,815                                 |
| Other non-current assets                          | 459                                     | 0                                | 459                                    |
| <b>Non-current assets</b>                         | <b>3,139,777</b>                        | <b>-188,516</b>                  | <b>2,951,261</b>                       |
| <b>Current assets</b>                             |   |                                  |  |
| Trade receivables                                 | 5,606                                   | -694                             | 4,912                                  |
| Other current assets                              | 15,334                                  | -1,127                           | 14,207                                 |
| Cash and cash equivalents                         | 64,408                                  | -6,795                           | 57,613                                 |
| <b>Current assets</b>                             | <b>85,348</b>                           | <b>-8,616</b>                    | <b>76,732</b>                          |
| <b>Total assets</b>                               | <b>3,225,125</b>                        | <b>-197,132</b>                  | <b>3,027,993</b>                       |

| <b>EQUITY AND LIABILITIES IN € THOUSAND</b> | <b>01.01.2012<br/>before adjustment</b> | <b>01.01.2012<br/>adjustment</b> | <b>01.01.2012<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>EQUITY AND LIABILITIES</b>               |   |                                  |  |
| <b>Equity and reserves</b>                  |   |                                  |  |
| Issued capital                              | 51,631                                  | 0                                | 51,631                                 |
| Capital reserves                            | 890,482                                 | 0                                | 890,482                                |
| Retained earnings                           | 250,928                                 | 0                                | 250,928                                |
| <b>Total equity</b>                         | <b>1,193,041</b>                        | <b>0</b>                         | <b>1,193,041</b>                       |
| <b>Non-current liabilities</b>              |   |                                  |  |
| Financial liabilities                       | 1,335,986                               | -150,373                         | 1,185,613                              |
| Deferred tax liabilities                    | 210,587                                 | 0                                | 210,587                                |
| Right to redeem of limited partners         | 280,078                                 | 0                                | 280,078                                |
| Other liabilities                           | 38,451                                  | -6,163                           | 32,288                                 |
| <b>Non-current liabilities</b>              | <b>1,865,102</b>                        | <b>-156,536</b>                  | <b>1,708,566</b>                       |
| <b>Current liabilities</b>                  |   |                                  |  |
| Bank loans and overdrafts                   | 136,163                                 | -38,201                          | 97,962                                 |
| Trade payables                              | 2,835                                   | -446                             | 2,389                                  |
| Tax liabilities                             | 5,935                                   | -22                              | 5,913                                  |
| Other provisions                            | 8,859                                   | -578                             | 8,281                                  |
| Other liabilities                           | 13,190                                  | -1,349                           | 11,841                                 |
| <b>Current liabilities</b>                  | <b>166,982</b>                          | <b>-40,596</b>                   | <b>126,386</b>                         |
| <b>Total equity and liabilities</b>         | <b>3,225,125</b>                        | <b>-197,132</b>                  | <b>3,027,993</b>                       |

RECONCILIATION OF THE CONSOLIDATED BALANCE SHEET USING THE EQUITY METHOD  
AS AT 31. DECEMBER 2012

| <b>ASSETS IN € THOUSAND</b>                       | <b>31.12.2012<br/>before adjustment</b> | <b>31.12.2012<br/>adjustment</b> | <b>31.12.2012<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>ASSETS</b>                                     |   |                                  |  |
| <b>Non-current assets</b>                         |   |                                  |  |
| Intangible assets                                 | 16                                      | 0                                | 16                                     |
| Property, plant and equipment                     | 112                                     | 0                                | 112                                    |
| Investment properties                             | 3,330,289                               | -506,156                         | 2,824,133                              |
| Investments accounted for using the equity method | 4,109                                   | 317,425                          | 321,534                                |
| Other financial assets                            | 30,293                                  | 0                                | 30,293                                 |
| Other non-current assets                          | 316                                     | -4                               | 312                                    |
| <b>Non-current assets</b>                         | <b>3,365,135</b>                        | <b>-188,735</b>                  | <b>3,176,400</b>                       |
| <b>Current assets</b>                             |   |                                  |  |
| Trade receivables                                 | 4,738                                   | -966                             | 3,772                                  |
| Other current assets                              | 7,115                                   | -733                             | 6,382                                  |
| Other financial investments                       | 4,355                                   | -4,355                           | 0                                      |
| Cash and cash equivalents                         | 167,511                                 | -6,505                           | 161,006                                |
| <b>Current assets</b>                             | <b>183,719</b>                          | <b>-12,559</b>                   | <b>171,160</b>                         |
| <b>Total assets</b>                               | <b>3,548,854</b>                        | <b>-201,294</b>                  | <b>3,347,560</b>                       |

| <b>EQUITY AND LIABILITIES IN € THOUSAND</b> | <b>31.12.2012<br/>before adjustment</b> | <b>31.12.2012<br/>adjustment</b> | <b>31.12.2012<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>EQUITY AND LIABILITIES</b>               |   |                                  |  |
| <b>Equity and reserves</b>                  |   |                                  |  |
| Issued capital                              | 53,945                                  | 0                                | 53,945                                 |
| Capital reserves                            | 961,987                                 | 0                                | 961,987                                |
| Retained earnings                           | 305,982                                 | 0                                | 305,982                                |
| <b>Total equity</b>                         | <b>1,321,914</b>                        | <b>0</b>                         | <b>1,321,914</b>                       |
| <b>Non-current liabilities</b>              |   |                                  |  |
| Financial liabilities                       | 1,463,097                               | -186,794                         | 1,276,303                              |
| Deferred tax liabilities                    | 180,525                                 | 0                                | 180,525                                |
| Right to redeem of limited partners         | 284,176                                 | 0                                | 284,176                                |
| Other liabilities                           | 51,242                                  | -8,558                           | 42,684                                 |
| <b>Non-current liabilities</b>              | <b>1,979,040</b>                        | <b>-195,352</b>                  | <b>1,783,688</b>                       |
| <b>Current liabilities</b>                  |   |                                  |  |
| Bank loans and overdrafts                   | 194,137                                 | -2,839                           | 191,298                                |
| Trade payables                              | 2,331                                   | -196                             | 2,135                                  |
| Tax liabilities                             | 24,572                                  | -3                               | 24,569                                 |
| Other provisions                            | 12,749                                  | -254                             | 12,495                                 |
| Other liabilities                           | 14,111                                  | -2,650                           | 11,461                                 |
| <b>Current liabilities</b>                  | <b>247,900</b>                          | <b>-5,942</b>                    | <b>241,958</b>                         |
| <b>Total equity and liabilities</b>         | <b>3,548,854</b>                        | <b>-201,294</b>                  | <b>3,347,560</b>                       |

## RECONCILIATION OF THE CONSOLIDATED INCOME STATEMENT USING THE EQUITY METHOD AS AT 31 DECEMBER 2012

| € THOUSAND  | 01.01.–31.12.2012<br>before adjustment | 01.01.–31.12.2012<br>adjustment | 01.01.–31.12.2012<br>after adjustment |
|---|--|---------------------------------|---------------------------------------|
| Revenue   | 211,231                                | -33,070                         | 178,161                               |
| Property operating costs  | -11,256                                | 1,273                           | -9,983                                |
| Property management costs   | -10,547                                | 2,045                           | -8,502                                |
| <b>Net operating income (NOI)</b>   | <b>189,428</b>                         | <b>-29,752</b>                  | <b>159,676</b>                        |
| Other operating income  | 2,905                                  | -172                            | 2,733                                 |
| Other operating expenses  | -11,316                                | 486                             | -10,830                               |
| <b>Earnings before interest and taxes (EBIT)</b>  | <b>181,017</b>                         | <b>-29,438</b>                  | <b>151,579</b>                        |
| Income from investments   | 1,400                                  | 0                               | 1,400                                 |
| Interest income   | 540                                    | -40                             | 500                                   |
| Interest expense  | -72,064                                | 8,998                           | -63,066                               |
| Profit / loss attributable to limited partners  | -15,271                                | 0                               | -15,271                               |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method                      | -589                                   | 14,935                          | 14,346                                |
| <b>Net finance costs</b>  | <b>-85,984</b>                         | <b>23,893</b>                   | <b>-62,091</b>                        |
| <b>Measurement gains / losses</b>   | <b>8,495</b>                           | <b>5,439</b>                    | <b>13,934</b>                         |
| of which excess of identified net assets acquired over cost of acquisition in accordance with IFRS 3<br>€4,410 thousand |  |                                 |                                       |
| <b>Earnings before taxes (EBT)</b>  | <b>103,528</b>                         | <b>-106</b>                     | <b>103,422</b>                        |
| Income tax expense  | 18,956                                 | 106                             | 19,062                                |
| <b>Consolidated profit</b>  | <b>122,484</b>                         | <b>0</b>                        | <b>122,484</b>                        |
| Earnings per share (€), basic   | 2.36                                   | 0                               | 2.36                                  |
| Earnings per share (€), diluted   | 2.35                                   | 0                               | 2.35                                  |

## RECONCILIATION OF THE CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME USING THE EQUITY METHOD AS AT 31 DECEMBER 2012

| € THOUSAND  | 01.01.–31.12.2012<br>before adjustment | 01.01.–31.12.2012<br>adjustment | 01.01.–31.12.2012<br>after adjustment |
|---|--|---------------------------------|---------------------------------------|
| Changes in cash flow hedge                                  | -14,468                                | 2,395                           | -12,073                               |
| Change in investments accounted for using the equity method | 0                                      | -2,395                          | -2,395                                |

### APPLICATION OF THE PREVIOUS ACCOUNTING METHOD

The consolidated financial statements were switched to equity accounting from 2012 as permitted by IAS 31. Using the previous accounting method, the companies switched to equity accounting would have been incorporated proportionately in the consolidated financial statements. The balance sheet and income statement for 2013 would then have appeared as follows:



## CONSOLIDATED BALANCE SHEET

| <b>ASSETS IN € THOUSAND</b>                       | <b>31.12.2013<br/>before adjustment</b> | <b>31.12.2013<br/>adjustment</b> | <b>31.12.2013<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>ASSETS</b>                                     |   |                                  |  |
| <b>Non-current assets</b>                         |   |                                  |  |
| Intangible assets                                 | 8                                       |                                  | 8                                      |
| Property, plant and equipment                     | 413                                     |                                  | 413                                    |
| Investment properties                             | 3,413,203                               | -451,040                         | 2,962,163                              |
| Investments accounted for using the equity method | 4,080                                   | 337,827                          | 341,907                                |
| Other financial assets                            | 34,519                                  |                                  | 34,519                                 |
| Other non-current assets                          | 155                                     |                                  | 155                                    |
| <b>Non-current assets</b>                         | <b>3,452,378</b>                        | <b>-113,213</b>                  | <b>3,339,165</b>                       |
| <b>Current assets</b>                             |   |                                  |  |
| Trade receivables                                 | 6,327                                   | -732                             | 5,595                                  |
| Other current assets                              | 7,006                                   | -713                             | 6,293                                  |
| Other financial investments                       | 3,000                                   |                                  | 3,000                                  |
| Cash and cash equivalents                         | 44,624                                  | -3,814                           | 40,810                                 |
| <b>Current assets</b>                             | <b>60,957</b>                           | <b>-5,259</b>                    | <b>55,698</b>                          |
| <b>Total assets</b>                               | <b>3,513,335</b>                        | <b>-118,472</b>                  | <b>3,394,863</b>                       |

| <b>EQUITY AND LIABILITIES IN € THOUSAND</b> | <b>31.12.2013<br/>before adjustment</b> | <b>31.12.2013<br/>adjustment</b> | <b>31.12.2013<br/>after adjustment</b> |
|---|---|----------------------------------|--|
| <b>EQUITY AND LIABILITIES</b>               |   |                                  |  |
| <b>Equity and reserves</b>                  |   |                                  |  |
| Issued capital                              | 53,945                                  |                                  | 53,945                                 |
| Capital reserves                            | 961,970                                 |                                  | 961,970                                |
| Retained earnings                           | 413,034                                 |                                  | 413,034                                |
| <b>Total equity</b>                         | <b>1,428,949</b>                        | <b>0</b>                         | <b>1,428,949</b>                       |
| <b>Non-current liabilities</b>              |   |                                  |  |
| Financial liabilities                       | 1,505,054                               | -115,502                         | 1,389,552                              |
| Deferred tax liabilities                    | 198,491                                 |                                  | 198,491                                |
| Right to redeem of limited partners         | 213,422                                 |                                  | 213,422                                |
| Other liabilities                           | 41,096                                  |                                  | 41,096                                 |
| <b>Non-current liabilities</b>              | <b>1,958,063</b>                        | <b>-115,502</b>                  | <b>1,842,561</b>                       |
| <b>Current liabilities</b>                  |   |                                  |  |
| Financial liabilities                       | 98,657                                  | -1,450                           | 97,207                                 |
| Trade payables                              | 3,495                                   | -144                             | 3,351                                  |
| Tax liabilities                             | 1,357                                   |                                  | 1,357                                  |
| Other provisions                            | 7,074                                   | -270                             | 6,804                                  |
| Other liabilities                           | 15,740                                  | -1,106                           | 14,634                                 |
| <b>Current liabilities</b>                  | <b>126,323</b>                          | <b>-2,970</b>                    | <b>123,353</b>                         |
| <b>Total equity and liabilities</b>         | <b>3,513,335</b>                        | <b>-118,472</b>                  | <b>3,394,863</b>                       |

## CONSOLIDATED INCOME STATEMENT

| € THOUSAND  | 01.01.–31.12.2013<br>before adjustment | 01.01.–31.12.2013<br>adjustment | 01.01.–31.12.2013<br>after adjustment |
|---|--|---------------------------------|---------------------------------------|
| Revenue   | 224,027                                | -36,040                         | 187,987                               |
| Property operating costs  | -10,081                                | 1,629                           | -8,452                                |
| Property management costs   | -11,191                                | 1,868                           | -9,323                                |
| <b>Net operating income (NOI)</b>   | <b>202,755</b>                         | <b>-32,543</b>                  | <b>170,212</b>                        |
| Other operating income  | 2,899                                  | -62                             | 2,837                                 |
| Other operating expenses  | -7,572                                 | 287                             | -7,285                                |
| <b>Earnings before interest and taxes (EBIT)</b>  | <b>198,082</b>                         | <b>-32,318</b>                  | <b>165,764</b>                        |
| Income from investments   | 16,688                                 | 0                               | 16,688                                |
| Interest income   | 467                                    | -19                             | 448                                   |
| Interest expense  | -65,866                                | 8,039                           | -57,827                               |
| Derivative expense  | -4,550                                 | 0                               | -4,550                                |
| Income from the disposal of financial assets  | 23                                     | 0                               | 23                                    |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method  | 428                                    | 26,596                          | 27,024                                |
| Profit / loss attributable to limited partners  | -15,939                                |                                 | -15,939                               |
| <b>Net finance costs</b>  | <b>-68,749</b>                         | <b>34,616</b>                   | <b>-34,133</b>                        |
| <b>Measurement gains / losses</b><br>of which excess of identified net assets acquired over cost of acquisition in accordance with IFRS 3<br>€0 thousand (previous year: €4,410 thousand) | <b>58,355</b>                          | <b>-2,373</b>                   | <b>55,982</b>                         |
| <b>Earnings before tax (EBT)</b>  | <b>187,688</b>                         | <b>-75</b>                      | <b>187,613</b>                        |
| Income tax expense  | -16,645                                | 75                              | -16,570                               |
| <b>Consolidated profit</b>  | <b>171,043</b>                         | <b>0</b>                        | <b>171,043</b>                        |

| € THOUSAND   | 01.01.–31.12.2013<br>before adjustment | 01.01.–31.12.2013<br>adjustment | 01.01.–31.12.2013<br>after adjustment |
|--|--|---------------------------------|---------------------------------------|
| Changes in cash flow hedge                                   | 18,736                                 | -7,519                          | 11,217                                |
| Changes in investments accounted for using the equity method | 0                                      | 7,519                           | 7,519                                 |

## REPORTING PRINCIPLES

The following standards and interpretations or amendments to these were applicable for the first time in financial year 2013:

1. Presentation of items of Other comprehensive income (amendment to IAS 1)
2. Employee Benefits (amendments to IAS 19)
3. IFRS 13 Fair Value Measurement
4. Deferred Tax: Realisation of underlying assets (amendment to IAS 12)
5. Hyperinflation and removal of fixed dates of application for first-time adopters (amendment to IFRS 1)
6. Explanatory notes – Offsetting financial assets and financial liabilities (amendment to IFRS 7)
7. Public-sector loans (amendment to IFRS 1)
8. Annual improvements to IFRS 2009-2011
9. IFRIC 20 Accounting for stripping costs in mining

### **REVISION OF IAS 1: PRESENTATION OF ITEMS OF OTHER COMPREHENSIVE INCOME (SINCE 1 JULY 2012)**

The amendments to IAS 1 mean that new terminology is now used for the profit and loss account previously called the statement of comprehensive income. The statement of comprehensive income is now called the "income statement and other results". This however is not compulsory. The company has not adopted this new terminology.

The amended IAS 1 continues to allow the income statement and other results to be disclosed in one profit and loss account or in two directly consecutive profit and loss accounts. However, changes to IAS 1 require the grouping of items of Other comprehensive income into two categories:

- a) Items which are not subsequently reclassified into the income statement and
- b) Items which under certain conditions in the future will be reclassified into the income statement.

Applicable income taxes are to be allocated to Other results items. This does not preclude the possibility of presenting Other results items before tax, however. The changes have been applied retroactively by the Group and the Other results items altered accordingly. Apart from the above-mentioned presentational changes, no consequences for the presentation of the income statement and other earnings arise from the application of the amended IAS 1.

### **EMPLOYEE BENEFITS, AMENDMENTS TO IAS 19 (SINCE 1 JULY 2012)**

The revised version of IAS 19 requires the immediate equity recognition of actuarial gains / losses on pension obligations under Other comprehensive income. The management too may in future no longer apply the expected long-term return on plan assets to the plan assets portfolio. Instead it must apply the discount rate used for the liability. Also, companies must in the future provide more explanatory notes. Among other things, the financing strategy should be described and quantified. Also, a sensitivity analysis is required to clarify the influence of significant parameter changes on the pension liability.

### **IFRS 13 FAIR VALUE MEASUREMENT (SINCE 1 JANUARY 2013)**

IFRS 13 lays down uniform guidelines regarding evaluation at fair value and associated information. The scope of application of IFRS 13 is wide-ranging and covers both financial and non-financial items. IFRS 13 is always used when another IFRS requires or permits valuation at fair value or information on the calculation of fair value is required. This does not apply to share-based remuneration that falls within the scope of IFRS 2 Share-based remuneration, leases that fall within the scope of IAS 17 Leases and evaluations similar to fair value but not fair value (such as net realisable value under IAS 2 Inventories or use value under IAS 36 Impairment of assets).

IFRS 13 defines fair value as the price the reporting entity would receive in a normal transaction between market participants on the capital market (or the most advantageous market) on the measurement date under current market conditions when selling an asset, or would have to pay when transferring a debt. The fair value as per IFRS 13 is the price on the market, regardless of whether this price is directly observable or estimable using another evaluation method. In addition, IFRS 13 contains far-reaching disclosure requirements. IFRS 13 is to be applied prospectively from 1 January 2013.

**DEFERRED TAXES: REALISATION OF UNDERLYING ASSETS, AMENDMENTS TO IAS 12****(Date of application: Start of the first financial year on or following the ordinance's entry into effect)**

The valuation of deferred tax liabilities and entitlements depends on whether the carrying amount of the asset is realised through use or sale. Real estate that is held as a financial investment at fair value is particularly subject to evaluation issues and especially high discretion. The amendment introduces the rebuttable presumption that such real estate can also be realised by sale. However, this does not apply to assets newly evaluated under IAS 16 or 38.

**SEVERE HYPERINFLATION AND REMOVAL OF FIXED DATES OF APPLICATION FOR FIRST-TIME ADOPTERS, AMENDMENTS TO IFRS 1****(DATE OF APPLICATION: START OF THE FIRST FINANCIAL YEAR ON OR FOLLOWING THE ORDINANCE'S ENTRY INTO EFFECT)**

Following the amendment, the previously used reference to the date 1. January 2004 as the fixed conversion date has been replaced by the general wording "Date of transition to IFRS". Also, for the first time regulations have been created for cases where companies for some time prior to the changeover were unable to comply with IFRS regulations because the functional currency was highly inflationary (high inflation).

**OFFSETTING FINANCIAL ASSETS AND FINANCIAL LIABILITIES, AMENDMENT TO IFRS 7 (SINCE 1 JANUARY 2013)**

The amendment introduces comprehensive explanatory notes requirements with the aim of clarifying the way in which netting agreements work.

**PUBLIC-SECTOR LOANS, AMENDMENT TO IFRS 1 (SINCE 1 JANUARY 2013)**

The amendments relate to public-sector loans at interest rates which are not market interest rates. The amendment means that IFRS first-time adopters are offered a derogation to the full retrospective application of IFRS when accounting for such loans during the transition to IFRS.

**ANNUAL IMPROVEMENTS TO IFRS 2009 – 2011 (SINCE 1 JANUARY 2013)****IFRS 1 FIRST-TIME ADOPTION OF INTERNATIONAL FINANCIAL REPORTING STANDARDS: REPEATED APPLICATION OF IFRS 1 AND INTEREST ON BORROWED CAPITAL**

Repeated application of IFRS 1: Clarification of the scope of application. IFRS is also to be applied by companies whose last financial statements did not comply with the IFRS. Interest on borrowed capital: Capitalisation of borrowing costs relating to qualified assets whose activation date was before the transition to IFRS may be continued. After the transition date, only borrowing costs that comply with IAS 23 may be capitalised.

**IAS 1 PRESENTATION OF FINANCIAL STATEMENTS: PRIOR-PERIOD AMOUNTS**

Clarification of when preparation of a third balance sheet at the start of the comparative period and the provision of associated explanatory notes are necessary. The amendments to IAS 1 clarify that a third balance sheet is only required when

- (a) a company retroactively applies principles of accounting and valuation or retroactively adjusts or reclassifies balance sheet items and
- (b) retroactive modification, adjustment or reclassification significantly affects the information in the third balance sheet.

Moreover, it states that explanatory notes on the third balance sheet are unnecessary.

In the current financial year the Group has carried out a change to its accounting policy which has had a significant impact on the information in the consolidated balance sheet as at 1 January 2012. In accordance with the amended IAS 1, the Group has therefore drawn up a third balance sheet as at 1 January 2012. Explanatory notes that go beyond the requirements of IAS 8 have not been included.

#### **IAS 16 PROPERTY, PLANT AND EQUIPMENT: CLASSIFICATION OF MAINTENANCE / SPARE PARTS**

Maintenance devices will be accounted for in the future as per IAS 16.8, unless they are, as expected, used for more than one period. Otherwise they represent inventories.

#### **IAS 32 FINANCIAL INSTRUMENTS: DISCLOSURE AND PRESENTATION**

Clarification of IAS 32 35a that the accounting for tax effects for distributions to equity investors and for costs related to an equity transaction must be in accordance with IAS 12. This involves the removal of a redundancy.

#### **IAS 34 INTERIM FINANCIAL REPORTING: TOTAL ASSETS OF THE SEGMENTS**

Clarification in IAS 34.16A (iv) with regard to the total assets of the segments in the interim financial reporting. These only need to be represented if the assets of the responsible business instance are available and differ substantially from the value in the accounts for the last financial year.

#### **IFRIC 20 ACCOUNTING OF STRIPPING COSTS IN MINING (SINCE 1 JANUARY 2013)**

The interpretation refers exclusively to stripping costs during the dismantling phase of an open cast mine. The wide-ranging accounting treatment of these in practice means that uniform guidelines are required. IFRIC 20 describes the capitalisation requirements for stripping costs and initial or subsequent measurement. Insofar as the benefits of stripping are considered inventories, the associated costs are to be capitalised as inventories (IAS 2). If the stripping results in improved access to the ores or minerals that can be extracted, the cost of extraction may be included as a non-current asset. The interpretation is to be applied to stripping costs incurred at the beginning of the earliest illustrated reporting period or afterwards.

The amendments or new announcements had no or no material effects on the presentation of the net assets, financial position and results of operations of the Group.

In 2013, the IASB issued standards and interpretations of and amendments to existing standards not yet compulsory for consolidated financial statements in this period.

### **BALANCE SHEET**

| <b>Amendment / standard</b>   | <b>Date of publication</b> | <b>Date of adoption under EU law</b> | <b>Date of application EU</b> |
|---|----------------------------|--------------------------------------|-------------------------------|
| IFRS 10 Consolidated financial statements   | 12 May 2011                | 11 December 2012                     | 1 January 2014                |
| IFRS 11 Joint Arrangements  | 12 May 2011                | 11 December 2012                     | 1 January 2014                |
| IFRS 12 Disclosures of Interests in Other Entities  | 12 May 2011                | 11 December 2012                     | 1 January 2014                |
| IAS 27 Separate Financial Statements  | 12 May 2011                | 11 December 2012                     | 1 January 2014                |
| IAS 28 Investments in associates  | 12 May 2011                | 11 December 2012                     | 1 January 2014                |
| Details of the recoverable amount for non-financial assets (amendments to IAS 36)                       | 29 May 2013                | 20 December 2013                     | 1 January 2014                |
| Renovation of derivatives and continuation of accounting for hedging instruments (amendments to IAS 39) | 27 June 2013               | 20 December 2013                     | 1 January 2014                |
| Transitional guidelines (amendments to IFRS 10, IFRS 11 and IFRS 12)                                    | 28 June 2012               | 4 April 2013                         | 1 January 2014                |
| Investment companies (amendments to IFRS 10, IFRS 12 and IAS 27)  | 31 October 2012            | 20 November 2013                     | 1 January 2014                |
| Offsetting of financial assets and liabilities (amendments to IAS 32)                                   | 16 December 2011           | 13 December 2012                     | 1 January 2014                |

The official announcements that did not yet have to be applied in 2013 will be implemented in the year in which their application becomes compulsory for the first time. The effects of these individual amendments are being examined by the Group. Due to the switch of the joint ventures from proportionate consolidation to equity accounting in 2013, no significant impact on the Group is expected from the first-time application of IFRS 11.

The following standards as well as interpretations of and amendments to existing standards were issued by IASB. However, their application was not yet compulsory for the preparation of the consolidated financial statements dated 31 December 2013. Application requires that they are endorsed by the EU within the scope of the IFRS endorsement process.

| Amendment / standard   | Date of publication                   | Anticipated date of adoption into EU law | IASB date of application |
|--|---------------------------------------|--|--------------------------|
| IFRS 9 Financial Instruments and subsequent amendments (Amendments to IFRS 9 and IFRS 7) | 2 November 2009 /<br>16 December 2011 | postponed                                | –                        |
| Defined Benefit Plans: Employee Contributions (Amendments to IAS 19)                     | 21 November 2013                      | Q3 / 2014                                | 1 July 2014              |
| Annual Improvements to IFRSs 2010-2012 Cycle   | 12 December 2013                      | Q3 / 2014                                | 1 July 2014              |
| Annual Improvements to IFRSs 2011-2013 Cycle   | 12 December 2013                      | Q3 / 2014                                | 1 July 2014              |
| IFRIC Interpretation 21 Levies   | 20 May 2013                           | Q2 / 2014                                | 1 January 2014           |

The official announcements that did not yet have to be applied in 2013 will be implemented in the year in which their application becomes compulsory for the first time. The effects of these individual amendments are being examined by the Group.

## SIGNIFICANT ACCOUNTING POLICIES

### REVENUE AND EXPENSE RECOGNITION

Revenue and other operating income are recognised once the relevant service has been rendered or once the risk has passed to the customer. Operating expenses are recognised once the service has been utilised or at the time when they are booked through profit and loss. Interest income and expense are accrued.

### INTANGIBLE ASSETS

Intangible assets relate exclusively to software purchased by Deutsche EuroShop AG. Additions are measured at cost. These are amortised at 20% using the straight-line method over the expected useful life of five years. The method of depreciation and the depreciation period are reviewed annually at the end of each financial year.

### PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment is reported at cost, less scheduled depreciation and, where applicable, unscheduled write-downs (impairment charges).

Operating and office equipment comprises company cars, office equipment, leasehold improvements, fittings and technical equipment belonging to Deutsche EuroShop AG, and is depreciated using the straight-line method over three to 13 years. The method of depreciation and the depreciation period are reviewed annually at the end of each financial year.



## INVESTMENT PROPERTIES

Under IAS 40, investment property must initially be measured at cost at the date of acquisition. Property that is under construction and that is intended to be used as investment property following its completion also falls under the scope of IAS 40. Property held as a financial investment can either be recognised at amortised cost (cost model) or using the fair-value model.

Subsequently, all properties must be measured at their fair value and the annual net changes recognised in income under measurement gains / losses (recurring fair value assessment). Investment property is property held for the long term to earn rental income or capital gains. Under IAS 40, investment property measured using the fair value model is no longer depreciated.

As in previous years, the fair values of the properties in the period under review were determined by the Feri Euro-Rating Services AG and GfK GeoMarketing GmbH appraisal team using the discounted cash flow (DCF) method. In accordance with the DCF method, future cash flows from the property in question are discounted back to the measurement date. In addition, the net income from the property is determined over a detailed planning period of ten years. A resale value is forecast for the end of the ten-year detailed planning phase. The net income is then capitalised over the remaining life. In a second step, the resale value is discounted back to the measurement date.

Averaged across all properties, 10.9% (2012: 11.0%) of rental income is deducted for management and administrative costs, with the result that net income equates to 89.1% (2012: 89.0%) of rental income. Actual management and administrative costs amounted to 9.5% of rental income in the year under review (2012: 10.3%).

The capitalisation rate applied comprises a forecast yield on a ten-year German federal government bond and a premium that takes account of the individual risk profile of the property. Around 150 individual indicators are used to determine the risk profile. These include a forecast of population trends over the long term, the rate of employment and the resulting effects on retail demand, trends in the competitive environment and construction activity.

The discount rate averaged 6.65%, compared with 6.67% in the previous year. It is composed of an average yield of 4.24% on a ten-year German federal government bonds (2012: 4.30%) and an average risk premium of 2.41% (2012: 2.37%).

On the basis of the expert appraisals, the property portfolio has a net initial yield of 5.97% for financial year 2014, compared with 5.98% in the previous year.

There is no differentiation between the domestic and international operations, as the differences are not material.

Borrowing and initial rental costs that are directly attributable to the acquisition, construction or production of a qualifying asset are included in the cost of that asset until the time at which the asset is largely ready for its intended use. Income realised from the temporary investment of specifically borrowed funds up to the point when these are used to obtain qualifying assets is deducted from the capitalisable costs of these assets.

All other borrowing costs are recognised in income in the period in which they occur.

Maintenance measures relating to property, plant and equipment are recognised as an expense in the financial year in which they occur.

No appraisal report was produced for the properties owned by CASPIA Investments Sp. z o.o., Warsaw, due to their lesser importance. The properties were also recognised at market value in accordance with IAS 40.

Details and information on the levels of the fair value of the Group's investment property as at 31 December 2013 are shown below as per IFRS 13:

| <b>€ THOUSAND</b>     | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> |
|-----------------------|----------------|----------------|----------------|
| Investment Properties |                |                | 2,962,163      |

No reclassifications between the levels of the hierarchy have been made in the current financial year.

### LEASE AGREEMENTS

In line with IAS 17, the tenancy agreements in the Deutsche EuroShop Group are classified as operating leases. The operating lease agreements relate to investment property owned by the Group with long-term leases. Rental income from operating leases is recognised in income on a straight-line basis over the term of the corresponding lease. The lessee has no opportunity to acquire the property at the end of the term.

### FINANCIAL INSTRUMENTS

Financial assets and liabilities are recognised in the consolidated balance sheet when the Group becomes a party to the contractual provisions governing the financial instrument.

Financial instruments are generally recognised at fair value. The fair value is the price that would in an orderly transaction between market participants on the measurement date have been received for the sale of an asset or paid for the transfer of a liability. When measuring the fair value it is assumed that the transaction underlying the price is taking place in a main market to which the Group has access. The price is calculated on the basis of the assumptions that market participants would make when determining the price.

When determining fair value, three assessment categories are differentiated in accordance with IFRS 13:

**Level 1:** At the first level of the "fair value hierarchy", fair values are determined using publicly quoted market prices, as the best-possible objective indication of the fair value of a financial asset or liability can be observed on an active market.

**Level 2:** If there is no active market for an instrument, a company determines the fair value using measurement models. These models include use of the most recent arm's-length transactions between knowledgeable and willing parties, comparison with the current fair value of another, essentially identical financial instruments, use of the discounted cash flow method and option pricing models. The fair value is estimated on the basis of the results of a method of measurement that uses data from the market to the greatest possible extent and is based as little as possible on company-specific data.

**Level 3:** The measurement models used for this level are also based on parameters that are not observable on the market.

For financial instruments regularly recorded at fair value, a reassessment at the end of the financial year determines whether there has been a regrouping between the hierarchy levels. For financial instruments recognised at amortised cost the fair value is determined on the basis of expected cash flows, using the risk and maturity-congruent reference interest rates prevailing on the balance sheet date.

#### **A. DERIVATIVE FINANCIAL INSTRUMENTS**

Derivatives that qualify for hedge accounting in accordance with IAS 39 are used to hedge interest rate risks. These are fixed-rate swaps to limit the interest rate risk of variable interest rate loans, which have terms extending to 2026. The interest rate hedges are recognised at fair value (recurring fair value assessment) under "Other assets" or "Other liabilities". Changes are recognised directly in equity, provided that the conditions of the underlying and hedge transaction are identical. Hedge effectiveness tests are regularly conducted. If the effectiveness between the basic and the hedging transaction is absent, the hedging instrument will be recognised as a derivative in profit or loss at fair value. Present value is calculated based on discounted cash flows using current market interest rates. The final maturities of the interest rate hedges and loan agreements are identical.

#### **B. NON-CURRENT FINANCIAL ASSETS**

Non-current financial assets are classified as available for sale and include an investment in a Dutch corporation that is a joint venture controlled by Deutsche EuroShop jointly with partner companies. As Deutsche EuroShop, under the provisions of the shareholders' agreement, exercises neither significant influence nor control over this company, the investment is measured at fair value (recurring fair value assessment) in line with the provisions of IAS 39. The holding company has sold its major assets in the year under review. The carrying amount of the investment is essentially the pro rata credit balance with banks.

#### **C. RECEIVABLES AND OTHER CURRENT ASSETS**

Receivables and other current assets are recognised at amortised cost less write-downs. Allowances are established for trade receivables if it is no longer certain that payment will be received. This is reviewed on a case-by-case basis on the balance sheet date. They are written off if the receivable becomes uncollectable.

#### **D. RIGHT TO REDEEM OF LIMITED PARTNERS**

The distinction between equity and liabilities is set out in IAS 32 Financial Instruments: Disclosure and Presentation. In accordance with this standard, the equity interests of third-party shareholders in commercial partnerships are reclassified as liabilities due to the shareholders' potential right of redemption. According to sections 131 et seq. HGB, shareholders in commercial partnerships have an ordinary legal right of termination of six months with effect from the end of the financial year, which the shareholders' agreement can define in greater detail, but not exclude. As a result of this stipulation, a liability rather than equity is recognised in the balance sheet. This liability must be measured at fair value.

#### **E. FINANCIAL LIABILITIES**

Liabilities to banks / bank loans and overdrafts are reported at amortised cost. Discounts are deducted, which under IAS 39 must be amortised over the term of the loan agreement and recognised annually as an expense.

The debt component of convertible bonds is measured using the market interest rate for a similar, non-convertible bond.

This debt component is measured as a liability at amortised cost using the effective interest method until converted or repayment becomes due. The remaining proceeds from the issue represent the value of the conversion right. This is recognised in equity within the capital reserves. The financial liability increases over time, with an effect on net income, and comes to an amount equalling the difference between the actual interest expense and the nominal interest rate.

**F. TRADE PAYABLES**

Trade payables are recognised at their repayment amount.

**G. OTHER LIABILITIES**

Other liabilities are recognised at amortised cost.

**H. CASH AND CASH EQUIVALENTS**

Cash and cash equivalents include cash and bank balances (terms of up to three months) at their principal amounts.

**INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD**

Shares in associates and joint ventures are recorded in the balance sheet at investment cost, altered to reflect changes in the Group's share of the associate's / joint venture's equity after the acquisition date. The Group assesses at each balance sheet date whether there is evidence of a need for impairment in relation to the amortised carrying amounts of the shares. Please also note the explanations of the "Changes in accounting and valuation methods".

**DEFERRED TAXES**

In accordance with IAS 12, deferred taxes are recognised for all differences between the tax accounts and the IFRS balance sheet, using the currently enacted tax rate. Currently, deferred taxes are primarily formed on the differences between the IFRS carrying amounts of the properties and their carrying amounts for tax purposes. A uniform corporation tax rate of 15% plus the solidarity surcharge of 5.5% was used for German companies, and in some cases a rate of 16.45% for trade tax. The respective local tax rates were applied for foreign companies. In accordance with IAS 12.74, deferred tax assets on existing loss carryforwards are offset against deferred tax liabilities.

**OTHER PROVISIONS**

Under IFRS, other provisions may only be recognised if a present obligation exists towards a third party and payment is more likely than not. Non-current provisions are discounted.

# NOTES TO THE CONSOLIDATED BALANCE SHEET – ASSETS

## 1. INTANGIBLE ASSETS

### CONCESSIONS, INDUSTRIAL AND SIMILAR RIGHTS AND LICENCES IN SUCH RIGHTS AND ASSETS

| € THOUSAND                            | 2013       | 2012       |
|---------------------------------------|------------|------------|
| <b>Costs as at 1 January</b>          | 64         | 64         |
| Additions                             | 4          | 9          |
| Disposals                             | -4         | -9         |
| <b>as at 31 December</b>              | <b>64</b>  | <b>64</b>  |
| <b>Depreciation as at 1 January</b>   | <b>-48</b> | <b>-44</b> |
| Additions                             | -11        | -12        |
| Disposals                             | 3          | 8          |
| <b>as at 31 December</b>              | <b>-56</b> | <b>-48</b> |
| <b>Carrying amount at 1 January</b>   | <b>16</b>  | <b>20</b>  |
| <b>Carrying amount at 31 December</b> | <b>8</b>   | <b>16</b>  |

This item consists mainly of software licences.

## 2. PROPERTY, PLANT AND EQUIPMENT

### OTHER EQUIPMENT, OPERATING AND OFFICE EQUIPMENT

| € THOUSAND                            | 2013        | 2012       |
|---------------------------------------|-------------|------------|
| <b>Costs as at 1 January</b>          | 205         | 204        |
| Additions                             | 361         | 2          |
| Disposals                             | -36         | -1         |
| <b>as at 31 December</b>              | <b>530</b>  | <b>205</b> |
| <b>Depreciation as at 1 January</b>   | <b>-93</b>  | <b>-67</b> |
| Additions                             | -54         | -28        |
| Disposals                             | 30          | 2          |
| <b>as at 31 December</b>              | <b>-117</b> | <b>-93</b> |
| <b>Carrying amount at 1 January</b>   | <b>112</b>  | <b>137</b> |
| <b>Carrying amount at 31 December</b> | <b>413</b>  | <b>112</b> |

This includes the office equipment of Deutsche EuroShop AG, two company vehicles and tenant improvements.

### 3. INVESTMENT PROPERTIES

| € THOUSAND                            | 2013             | 2012             |
|---------------------------------------|------------------|------------------|
| <b>Carrying amount at 1 January</b>   | <b>2,824,133</b> | <b>2,596,131</b> |
| Additions                             | 18,127           | 11,724           |
| Disposals from deconsolidations       | -333,370         | 0                |
| Additions to basis of consolidation   | 392,735          | 179,760          |
| Unrealised changes in fair value      | 60,538           | 36,518           |
| <b>Carrying amount at 31 December</b> | <b>2,962,163</b> | <b>2,824,133</b> |

The properties are secured by mortgages. There are land charges in the amount of €1,393,203 thousand (previous year: €1,375,658 thousand). The rental income of the properties valued in accordance with IAS 40 was €187,987 thousand (previous year: €178,161 thousand). Directly associated operating expenses were €17,775 thousand (previous year: €18,485 thousand).

Additions mainly include ongoing investments in portfolio properties.

Disposals from deconsolidations mainly concern the Stadt-Galerie Passau and Immobilienkommanditgesellschaft FEZ Harburg, which on 1 January 2013 were switched to the equity-accounted method.

The increased shareholding in Altmarkt-Galerie Dresden KG means that since 1 May 2013 the company has been fully consolidated and reported as an addition to the basis of consolidation.

Unrealised changes in market value relate to appreciation and depreciation in accordance with IAS 40.

### 4. INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

| € THOUSAND  | 2013           | 2012           |
|---|----------------|----------------|
| <b>Carrying amount at 1 January</b>                         | <b>321,534</b> | <b>326,699</b> |
| Additions for equity-accounted companies                    | 148,949        | 0              |
| Deposits / withdrawals                                      | -21,188        | -17,117        |
| Share of profit / loss                                      | 27,024         | 14,344         |
| Appreciations / depreciations recognised directly in equity | 670            | -2,392         |
| Disposals   | -135,082       | 0              |
| <b>Carrying amount at 31 December</b>                       | <b>341,907</b> | <b>321,534</b> |

Stadt-Galerie Passau and Immobilienkommanditgesellschaft FEZ Harburg were switched over to the equity-accounted method on 1 January 2013 and are included in the additions.

This item also includes dividend distributions, share in the profits / losses and other equity changes of the companies concerned.

In the year under review the shares in a property company were sold. The increased shareholding in Altmarkt-Galerie Dresden KG means that since 1 May 2013 the company has been fully consolidated and is included under disposals at €134,639 thousand.

## 5. OTHER FINANCIAL ASSETS

| € THOUSAND  | 2013          | 2012          |
|---|---------------|---------------|
| <b>Costs as at 1 January</b>  | <b>15,381</b> | <b>15,381</b> |
| Additions   | 34,519        | 0             |
| Disposals   | -15,381       | 0             |
| <b>as at 31 December</b>  | <b>34,519</b> | <b>15,381</b> |
| <b>Amortisation / impairment losses and reversals as at 1 January</b> | <b>14,912</b> | <b>12,434</b> |
| Reversals of impairment losses  | 3,606         | 2,478         |
| Additions   | 0             | 0             |
| Disposals   | -18,518       | 0             |
| <b>as at 31 December</b>  | <b>0</b>      | <b>14,912</b> |
| <b>Carrying amount at 1 January</b>                                   | <b>30,293</b> | <b>27,815</b> |
| <b>Carrying amount at 31 December</b>                                 | <b>34,519</b> | <b>30,293</b> |

During the reporting year, a reversal of impairment losses, recognised directly in equity, on the stake in Ilwro Joint Venture Sp. z o.o. was made in the amount of of €3,606 thousand.

In the year under review, the investment in Ilwro Joint Venture Sp. zo.o. was included in Ilwro Holding B.V. at fair value and contributions of €620 thousand made.

## 6. OTHER NON-CURRENT ASSETS

| € THOUSAND               | 31.12.2013 | 31.12.2012 |
|--------------------------|------------|------------|
| Other non-current assets | 155        | 312        |
|                          | <b>155</b> | <b>312</b> |

This item consists mainly of the present value of a non-current receivable of €127 thousand (previous year: €282 thousand) belonging to our Polish property company.

## 7. TRADE RECEIVABLES

| € THOUSAND                       | 31.12.2013   | 31.12.2012   |
|----------------------------------|--------------|--------------|
| Trade receivables                | 6,880        | 4,760        |
| Allowances for doubtful accounts | -1,285       | -988         |
|                                  | <b>5,595</b> | <b>3,772</b> |

Receivables result primarily from rental invoices and services for which charges are passed on. These were predominantly paid at the time the consolidated financial statements were prepared. The amounts recognised at the reporting date are protected by means of guarantees, cash security deposits and letters of comfort.

## 8. OTHER CURRENT ASSETS

| € THOUSAND   | 31.12.2013   | 31.12.2012   |
|--|--------------|--------------|
| Value added tax receivables                                    | 230          | 43           |
| Deductible withholding tax on dividends / solidarity surcharge | 0            | 136          |
| Interest rate swaps  | 207          | 207          |
| Other current assets   | 5,856        | 5,996        |
|  | <b>6,293</b> | <b>6,382</b> |

Other current assets primarily consist of other receivables from tenants and prepaid costs to protect locations.

## RECEIVABLES

| € THOUSAND                         | Total         | Up to 1 year  | Over 1 year |
|------------------------------------|---------------|---------------|-------------|
| Trade receivables                  | 5,595         | 5,595         | 0           |
|                                    | (3,772)       | (3,772)       | (0)         |
| Other assets                       | 6,448         | 6,293         | 155         |
|                                    | (6,694)       | (6,382)       | (312)       |
|                                    | <b>12,043</b> | <b>11,888</b> | <b>155</b>  |
| Previous year's figure in brackets | (10,466)      | (10,154)      | (312)       |

## MATURITY OF TRADE RECEIVABLES AND OTHER ASSETS

| € THOUSAND                         | Carrying amount | Not overdue   |
|------------------------------------|-----------------|---------------|
| Trade receivables                  | 5,595           | 5,595         |
|                                    | (3,772)         | (3,772)       |
| Other assets                       | 6,448           | 6,448         |
|                                    | (6,694)         | (6,694)       |
|                                    | <b>12,043</b>   | <b>12,043</b> |
| Previous year's figure in brackets | (10,466)        | (10,466)      |

## 9. OTHER FINANCIAL INVESTMENTS

| € THOUSAND                                 | 31.12.2013 | 31.12.2012 |
|--|------------|------------|
| Time deposits with a term of over 3 months | 3,000      | 0          |



## 10. CASH AND CASH EQUIVALENTS

| € THOUSAND                          | 31.12.2013    | 31.12.2012     |
|-------------------------------------|---------------|----------------|
| Short-term deposits / time deposits | 24,378        | 29,462         |
| Current accounts                    | 16,419        | 131,531        |
| Cash                                | 13            | 13             |
|                                     | <b>40,810</b> | <b>161,006</b> |

## NOTES TO THE CONSOLIDATED BALANCE SHEET – LIABILITIES

### 11. EQUITY AND RESERVES

Changes in equity are presented in the statement of changes in equity.

The share capital is €53,945,536 and is composed of 53,945,536 no-par-value registered shares.

The notional value of each share is €1.00.

According to Article 5 of the Articles of Association, the Executive Board is still authorised, subject to the approval of the Supervisory Board, to increase the Company's share capital by up to a total of €26,972,768 on one or multiple occasions until 19 June 2018 by issuing no-par-value registered shares against cash and / or non-cash contributions (approved capital 2013).

The Executive Board is authorised, subject to the approval of the Supervisory Board and until 15 June 2016, to issue convertible bonds with a total nominal value of up to €200,000,000 and maturities of up to ten years and to grant the holders of the respective, equally privileged, bonds conversion rights to new no-par-value shares in the Company up to a total of 10,000,000 shares (€10.0 million) in accordance with the detailed provisions of the terms and conditions for convertible bonds ("bond conditions"). (conditional capital 2011). The convertible bonds may also pay a variable rate of interest, in which case, as with a participating bond, the interest may be dependent in full or in part on the level of the Company's dividend.

The parent company of the Group, Deutsche EuroShop AG, is reporting an unappropriated surplus of €67,432 thousand. The Executive Board and the Supervisory Board will propose to distribute this amount as a dividend of €1.25 per share at the Annual General Meeting on 18 June 2014.

€64,735 thousand of the previous year's unappropriated surplus of €80,643 thousand was distributed to the shareholders. The dividend paid was €1.20 per share.

The capital reserves contain amounts in accordance with section 272 (2) nos. 1, 2 and 4 of the Handelsgesetzbuch (HGB – German Commercial Code). The capital reserves also contain deferred tax assets at the expense of the capital increase amounting to €1,441 thousand.

Retained earnings consist of the remeasurement reserves and currency items and accumulated profits carried forward at the time of transition to IFRS.

Other total income is divided into the following components:

| 2013 IN € THOUSAND                                | Before taxes | Taxes         | Net          |
|---|--------------|---------------|--------------|
| Measurement of investments (AfS) IAS 39           | 3,606        | 0             | 3,606        |
| Change of investments (AfS) IAS 39                | -15,799      | 0             | -15,799      |
| Cash flow hedge                                   | 11,217       | -2,869        | 8,348        |
| Investments accounted for using the equity method | 7,519        | -2,427        | 5,092        |
| Other   | 0            | -58           | -58          |
|   | <b>6,543</b> | <b>-5,354</b> | <b>1,189</b> |

| 2012 IN € THOUSAND                                | Before taxes   | Taxes        | Net            |
|---|----------------|--------------|----------------|
| Measurement of investments (AfS) IAS 39           | 2,478          | 0            | 2,478          |
| Cash flow hedge                                   | -12,073        | 917          | -11,156        |
| Investments accounted for using the equity method | -2,395         | 438          | -1,957         |
| Other   | 0              | -11          | -11            |
|   | <b>-11,990</b> | <b>1,344</b> | <b>-10,646</b> |

## 12. NON-CURRENT AND CURRENT FINANCIAL LIABILITIES

| € THOUSAND                            | 31.12.2013       | 31.12.2012       |
|---------------------------------------|------------------|------------------|
| Non-current bank loans and overdrafts | 1,295,996        | 1,184,360        |
| Current bank loans and overdrafts     | 97,207           | 191,298          |
| Bonds                                 | 93,556           | 91,943           |
|                                       | <b>1,486,759</b> | <b>1,467,601</b> |

Bank loans and overdrafts are recognised at amortised cost on the balance sheet date. The present value of loans is redetermined at the reporting date. To do so, the annuities due up to this date, together with any residual amount according to the redemption schedule are discounted at the reporting date at market rates of interest plus a margin. This recurring fair value measurement is in accordance with Level 2 of the IFRS 13 fair value hierarchy.

The fair value of the bank loans and overdrafts at the reporting date is €1,446,517 thousand (previous year: €1,470,844 thousand).

Bank loans and overdrafts relate to loans raised to finance property acquisitions and investment projects. Land charges on Company properties totalling €1,393,203 thousand (previous year: €1,375,658 thousand) serve as collateral.

Discounts are amortised over the term of the loan. In the year under review, €1,531 thousand (previous year: €2,141 thousand) was recognised in income.

Twelve of the 19 loan agreements currently contain arrangements regarding covenants. There are a total of 18 different conditions on different debt service cover ratios (DSCR), interest cover ratios (ICR), changes in rental income, the equity ratio and loan-to-value ratios (LTV). The credit conditions have not to date been breached, and according to the current planning will not be breached in 2014–2016 either.

Deutsche EuroShop issued a convertible bond on 14 November 2012. Convertible bonds with a five-year maturity and total value of €100 million were placed. The initial conversion price is €33.79; the coupon is 1.75% per year and is payable semi-annually in arrears. The convertible bonds were issued at 100% of their nominal value of €100,000.00 each and can initially be converted to 2,959,455 shares in Deutsche EuroShop AG in accordance with the conversion ratio and the terms and conditions of the convertible bonds. The proceeds from the issue amounted to €100 million. No conversion rights were exercised by 31 December 2013.

The amount of the convertible bond was divided into equity and debt components. The equity component accounted for a total amount of €7,140 thousand which was placed in capital reserves.

### 13. DEFERRED TAX LIABILITIES

| € THOUSAND                                   | as at<br>01.01.2013 | Utilisation | Reversal      | Addition      | as at<br>31.12.2013 |
|--|---------------------|-------------|---------------|---------------|---------------------|
| Deferred taxes on properties                 | 194,316             | 0           | -14,556       | 28,666        | 208,426             |
| Deferred taxes on derivatives                | 0                   | 0           | 2,300         | -3,799        | -1,499              |
| Deferred taxes recognised directly in equity | -13,791             | 0           | 5,355         | 0             | -8,436              |
|  | <b>180,525</b>      | <b>0</b>    | <b>-6,901</b> | <b>24,867</b> | <b>198,491</b>      |

Deferred tax liabilities relate primarily to properties reported at fair value in accordance with IAS 40. At the reporting date, they totalled €220,754 thousand (previous year: €206,012 thousand) and were partially offset by deferred tax assets on tax loss carryforwards of €12,329 thousand (previous year: €11,696 thousand).

The deferred tax on derivatives concerns an interest rate swap, which is to be measured through profit and loss following the acquisition of the remaining shares in Altmarkt-Galerie Dresden on 1 May 2013.

The deferred taxes are formed for interest rate swaps, which due to an effective hedging relationship with the underlying transaction are recognised directly in equity.

From 2014 another property company fulfils the conditions for taking advantage of the extended trade tax reduction. For this reason, the previously formed deferred trade tax provisions in the amount of €12,619 thousand can be released.

| € THOUSAND                           | as at<br>01.01.2013 | Utilisation | Reversal      | Addition      | as at<br>31.12.2013 |
|--------------------------------------|---------------------|-------------|---------------|---------------|---------------------|
| Deferred taxes on domestic companies | 153,427             | 0           | -6,901        | 22,317        | 168,843             |
| Deferred taxes on foreign companies  | 27,098              | 0           | 0             | 2,550         | 29,648              |
|                                      | <b>180,525</b>      | <b>0</b>    | <b>-6,901</b> | <b>24,867</b> | <b>198,491</b>      |

**14. TRADE PAYABLES**

| <b>€ THOUSAND</b>     | <b>31.12.2013</b> | <b>31.12.2012</b> |
|-----------------------|-------------------|-------------------|
| Construction services | 976               | 418               |
| Other                 | 2,375             | 1,717             |
|                       | <b>3,351</b>      | <b>2,135</b>      |

**15. TAX LIABILITIES**

| <b>€ THOUSAND</b>        | <b>as at<br/>01.01.2013</b> | <b>Utilisation</b> | <b>Reversal</b> | <b>Addition</b> | <b>as at<br/>31.12.2013</b> |
|--------------------------|-----------------------------|--------------------|-----------------|-----------------|-----------------------------|
| Income taxes             | 12,731                      | 12,646             | 12              | 423             | 496                         |
| Real estate transfer tax | 11,750                      | 11,210             | 0               | 0               | 540                         |
| Real property tax        | 88                          | 0                  | 0               | 233             | 321                         |
|                          | <b>24,569</b>               | <b>23,856</b>      | <b>12</b>       | <b>656</b>      | <b>1,357</b>                |

**16. OTHER PROVISIONS**

| <b>€ THOUSAND</b>  | <b>as at<br/>01.01.2013</b> | <b>Utilisation</b> | <b>Additions / disposals<br/>– consolidation basis</b> | <b>Reversal</b> | <b>Addition</b> | <b>as at<br/>31.12.2013</b> |
|--|-----------------------------|--------------------|--|-----------------|-----------------|-----------------------------|
| Maintenance and construction services already performed but not yet invoiced | 3,179                       | 2,546              | 43   | 553             | 2,731           | 2,854                       |
| Fees   | 150                         | 150                | 0  | 0               | 2               | 2                           |
| Other  | 9,166                       | 7,863              | 10   | 506             | 3,141           | 3,948                       |
|  | <b>12,495</b>               | <b>10,559</b>      | <b>53</b>  | <b>1,059</b>    | <b>5,874</b>    | <b>6,804</b>                |

Other provisions contain the present value (€1,069 thousand) of a long-term incentive plan which was contractually agreed between the Executive Board and employees of Deutsche EuroShop AG with effect from 1 July 2010. The term is five years, and the plan is based on the performance of the Company's market capitalisation by 30 June 2015. Please also refer to the details in the remuneration report, which is part of the management report.

All other provisions have a term of up to one year.

## 17. OTHER CURRENT LIABILITIES

| € THOUSAND                   | 31.12.2013    | 31.12.2012    |
|------------------------------|---------------|---------------|
| Value added tax              | 2,414         | 3,751         |
| Rental deposits              | 1,001         | 895           |
| Service contract liabilities | 1,045         | 404           |
| Debtors with credit balances | 685           | 77            |
| Other                        | 9,489         | 6,334         |
|                              | <b>14,634</b> | <b>11,461</b> |

Other mainly comprises liabilities for heating and ancillary costs, prepaid rent for the following year and tax payments that were not made until the beginning of 2014.

## 18. OTHER NON-CURRENT LIABILITIES

| € THOUSAND          | 31.12.2013    | 31.12.2012    |
|---------------------|---------------|---------------|
| Interest rate swaps | 40,481        | 42,339        |
| Other               | 615           | 345           |
|                     | <b>41,096</b> | <b>42,684</b> |

In connection with borrowing, interest rate hedges were concluded to hedge against higher capital market interest rates (interest rate swaps). Their present value totalled €40,481 thousand as at the reporting date.

## LIABILITIES

| € THOUSAND                         | Total            | Current        | Non-current      |
|------------------------------------|------------------|----------------|------------------|
| Financial liabilities              | 1,486,759        | 97,207         | 1,389,552        |
|                                    | (1,467,601)      | (191,298)      | (1,276,303)      |
| Trade payables                     | 3,351            | 3,351          | 0                |
|                                    | (2,135)          | (2,135)        | (0)              |
| Other liabilities                  | 55,730           | 14,634         | 41,096           |
|                                    | (54,145)         | (11,461)       | (42,684)         |
| of which taxes                     | 4,080            | 4,080          | 0                |
|                                    | (3,865)          | (3,865)        | (0)              |
|                                    | <b>1,545,840</b> | <b>115,192</b> | <b>1,430,648</b> |
| Previous year's figure in brackets | (1,523,881)      | (204,894)      | (1,318,987)      |

# NOTES TO THE CONSOLIDATED INCOME STATEMENT

## 19. REVENUE

| € THOUSAND  | 2013           | 2012           |
|---|----------------|----------------|
| Minimum rental income   | 185,818        | 174,640        |
| Turnover rental income  | 1,591          | 2,571          |
| Other   | 578            | 950            |
|   | <b>187,987</b> | <b>178,161</b> |
| of which directly attributable operating expenditure in accordance with IAS 40<br>Investment Properties | 187,987        | 178,161        |

Other revenue relates primarily to compensation for use, residential leases and settlement payments made by former tenants.

The rental income reported here derives from operating leases and relates to properties held as an investment with long-term leases. The future minimum leasing payments from non-terminable rental agreements have the following maturities:

| € THOUSAND                 | 2013             | 2012             |
|----------------------------|------------------|------------------|
| Maturity within 1 year     | 194,474          | 186,576          |
| Maturity from 1 to 5 years | 635,747          | 632,234          |
| Maturity after 5 years     | 366,143          | 368,939          |
|                            | <b>1,196,364</b> | <b>1,187,749</b> |

## 20. PROPERTY OPERATING COSTS

| € THOUSAND  | 2013          | 2012          |
|---|---------------|---------------|
| Center marketing  | -2,636        | -2,590        |
| Operating costs that cannot be passed on  | -2,297        | -1,277        |
| Maintenance and repairs   | -1,462        | -4,057        |
| Real property tax   | -651          | -653          |
| Insurance   | -312          | -275          |
| Write-downs of rent receivables   | -583          | -626          |
| Other   | -511          | -505          |
|   | <b>-8,452</b> | <b>-9,983</b> |
| of which directly attributable operating expenditure in accordance with IAS 40<br>Investment Properties | -8,452        | -9,983        |

## 21. PROPERTY MANAGEMENT COSTS

| € THOUSAND  | 2013          | 2012          |
|---|---------------|---------------|
| <b>Center management / agency agreement costs</b>   | <b>-9,323</b> | <b>-8,502</b> |
| of which directly attributable operating expenditure in accordance with IAS 40<br>Investment Properties | -9,323        | -8,502        |

## 22. OTHER OPERATING INCOME

| € THOUSAND                             | 2013         | 2012         |
|--|--------------|--------------|
| Income from the reversal of provisions | 1,059        | 692          |
| Exchange rate gains                    | 231          | 903          |
| Other                                  | 1,547        | 1,138        |
|  | <b>2,837</b> | <b>2,733</b> |

## 23. OTHER OPERATING EXPENSES

| € THOUSAND                           | 2013          | 2012           |
|--------------------------------------|---------------|----------------|
| Real estate transfer tax             | -22           | -2,937         |
| Personnel expenses                   | -2,153        | -2,135         |
| Legal, consulting and audit expenses | -1,238        | -1,735         |
| Ancillary financing costs            | 0             | -1,391         |
| Exchange rate losses                 | -331          | -367           |
| Marketing costs                      | -363          | -399           |
| Appraisal costs                      | -277          | -330           |
| Supervisory Board compensation       | -312          | -265           |
| Write-downs                          | -65           | -40            |
| Other                                | -2,524        | -1,231         |
|                                      | <b>-7,285</b> | <b>-10,830</b> |

Legal and consulting costs, tax consultant fees and audit expenses include €293 thousand (€328 thousand) in fees for the audit of Group companies.

**24. INCOME FROM INVESTMENTS**

| € THOUSAND                     | 2013          | 2012         |
|--------------------------------|---------------|--------------|
| <b>Income from investments</b> | <b>16,688</b> | <b>1,400</b> |

The proceeds from the sale of Ilwro Sp. zo.o. as well as residual distributions for the previous year are recognised.

**25. SHARES OF THE PROFIT OR LOSS OF ASSOCIATES AND JOINT VENTURES ACCOUNTED FOR USING THE EQUITY METHOD**

| € THOUSAND  | 2013          | 2012          |
|---|---------------|---------------|
| <b>Profit / loss from equity-accounted associates</b> | <b>27,024</b> | <b>14,346</b> |

These are the share in the profits / losses of joint ventures and associates in which Deutsche EuroShop AG together with third parties has a majority of the voting rights. These are six shopping centre companies and five smaller property companies.

**26. PROFIT / LOSS ATTRIBUTABLE TO LIMITED PARTNERS**

| € THOUSAND  | 2013           | 2012           |
|---|----------------|----------------|
| <b>Profit / loss attributable to limited partners</b> | <b>-15,939</b> | <b>-15,271</b> |

**27. MEASUREMENT GAINS / LOSSES**

| € THOUSAND  | 2013          | 2012          |
|---|---------------|---------------|
| Unrealised changes in fair value  | 60,538        | 36,518        |
| Profit / loss attributable to limited partners  | -4,492        | -18,675       |
| Ancillary acquisitions costs  | -64           | -9,198        |
| Excess of identified net assets acquired over cost of acquisition in accordance with IFRS 3 (increased shareholdings) | 0             | 5,289         |
|   | <b>55,982</b> | <b>13,934</b> |



## 28. INCOME TAX EXPENSE

| € THOUSAND                    | 2013           | 2012          |
|-------------------------------|----------------|---------------|
| Current tax expense           | -2,362         | -8,483        |
| Domestic deferred tax expense | -11,636        | 28,791        |
| Foreign deferred tax expense  | -2,572         | -1,246        |
|                               | <b>-16,570</b> | <b>19,062</b> |

In measuring deferred taxes, the tax rates applicable in accordance with IAS 12 are those valid under current legislation at the date at which the temporary differences will probably reverse.

In 2013, a corporate tax rate of 15% was used for the companies in Germany. In addition, a solidarity surcharge of 5.5% on the calculated corporation tax and, in part, 16.45% in trade tax were recognised.

The respective local tax rates were applied for foreign companies.

Taxes on income and earnings include the reversal of latent trade tax liabilities in the amount of €12.6 million in deferred trade tax liabilities which had been formed in previous years.

### TAX RECONCILIATION

Income taxes in the amount of €-16,570 thousand in the year under review are derived as follows from an expected income tax expense that would have resulted from the application of the parent company's statutory income tax rate to the profit before tax. This was calculated using a tax rate of 32.28%.

| € THOUSAND  | 2013           | 2012           |
|---|----------------|----------------|
| <b>Consolidated profit before income tax</b>      | <b>187,613</b> | <b>103,422</b> |
| <b>Theoretical income tax 32.28%</b>              | <b>-60,561</b> | <b>-33,379</b> |
| Tax rate differences for foreign Group companies  | 1,226          | 2,190          |
| Tax rate differences for domestic Group companies | 20,568         | 2,057          |
| Tax-free income / non-deductible expenses         | 4,705          | 531            |
| Effect of tax rate changes                        | 12,619         | 49,357         |
| Aperiodic tax income                              | 4,843          | 0              |
| Other   | 30             | -1,694         |
| <b>Current income tax</b>                         | <b>-16,570</b> | <b>19,062</b>  |

After fulfilling the requirements of the extended trade tax reduction for one more property company, a portion of the deferred trade tax provisions built up during previous years in the amount of €12,619 thousand could be released. Aperiodic tax income contains a trade tax refund in the amount of €2,334 thousand.

In financial year 2013, the effective income tax rate was 18.1%. This figure does not include the effect from tax rates changes and the aperiodic tax income amounting to €17,462 thousand.

## 29. NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT

### NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT

The cash flow statement has been prepared in accordance with IAS 7 and is broken down into operating cash flow and cash flow from operating activities, cash flow from investing activities, and cash flow from financing activities. Cash and cash equivalents consists of cash, bank balances and short-term deposits.

### COMPOSITION OF CASH AND CASH EQUIVALENTS

| € THOUSAND                       | 31.12.2013 | 31.12.2012 |
|----------------------------------|------------|------------|
| <b>Cash and cash equivalents</b> | 40,810     | 161,006    |

### OPERATING CASH FLOW

After adjustment of the annual profit for non-cash income and expenses, operating cash flow was €129,813 thousand. All changes to cash flows from net finance costs are allocated to operating activities.

### CASH FLOW FROM OPERATING ACTIVITIES

Changes in receivables, provisions and liabilities are allocated to cash flow from operating activities.

Cash outflows from operating activities includes, among others:

- interest income of €0.4 million (previous year: €0.5 million)
- interest expense of €56.1 million (previous year: €62.5 million)
- income taxes paid of €1.8 million (previous year: €1.0 million)
- net allocations to provisions of €4.8 million (previous year: €11.2 million)

### CASH FLOW FROM INVESTING ACTIVITIES

Cash additions / disposals of non-current assets during the year are recognised.

In the year under review, investments totalling €18.1 million were made in the portfolio properties. In addition, investment in operating and office equipment totalled €0.4 million.

The purchase price for the shares in Altmarkt-Galerie Dresden amounted to €70.2 million and was paid at the end of April 2013. Cash and cash equivalents of €10.8 million were recognised during initial consolidation.

## CASH FLOW FROM FINANCING ACTIVITIES

Moreover, loan reductions resulted in a cash outflow in the amount of €59.7 million.

Payments to third-party shareholders include the distributions paid of €12.3 million.

In financial year 2013, a dividend of €64.7 million was paid to the shareholders.

## SEGMENT REPORTING

As a holding company, Deutsche EuroShop AG holds equity interests in shopping centers in the European Union. The investees are pure real-estate shelf companies without staff of their own. Operational management is contracted out to external service providers under agency agreements, so that the companies' activities are exclusively restricted to asset management. The companies are operated individually.

Due to the Company's uniform business activities within a relatively homogeneous region (the European Union), and in accordance with IFRS 8.12, separate segment reporting is presented in the form of a breakdown by domestic and international results.

As the Group's main decision-making body, the Deutsche EuroShop AG Executive Board largely assesses the performance of the segments based on the EBT of the individual property companies. The valuation principles for the segment reporting correspond to those of the Group.

Intra-Group activities between the segments are eliminated in the reconciliation statement.

In view of the geographical segmentation, no further information pursuant to IFRS 8.33 is given.

## BREAKDOWN BY GEOGRAPHICAL SEGMENT

| € THOUSAND                | Domestic       | International | Reconciliation | Total          |
|---------------------------|----------------|---------------|----------------|----------------|
| <b>Revenue</b>            | <b>173,282</b> | <b>14,705</b> | <b>0</b>       | <b>187,987</b> |
| (previous year's figures) | (163,803)      | (14,358)      | (0)            | (178,161)      |

| € THOUSAND                | Domestic       | International | Reconciliation | Total          |
|---------------------------|----------------|---------------|----------------|----------------|
| <b>EBIT</b>               | <b>156,577</b> | <b>13,435</b> | <b>-4,248</b>  | <b>165,764</b> |
| (previous year's figures) | (142,057)      | (13,507)      | -(3,985)       | (151,579)      |

| € THOUSAND                 | Domestic       | International | Reconciliation | Total          |
|----------------------------|----------------|---------------|----------------|----------------|
| <b>Net interest income</b> | <b>-49,587</b> | <b>-3,834</b> | <b>-3,958</b>  | <b>-57,379</b> |
| (previous year's figures)  | -(56,926)      | -(3,881)      | -(1,759)       | -(62,566)      |

| € THOUSAND                         | Domestic       | International | Reconciliation | Total          |
|------------------------------------|----------------|---------------|----------------|----------------|
| <b>Earnings before taxes (EBT)</b> | <b>155,064</b> | <b>7,142</b>  | <b>25,407</b>  | <b>187,613</b> |
| (previous year's figures)          | (90,025)       | (7,405)       | (5,992)        | (103,422)      |

Profits and losses for equity-accounted companies in the amount of €27,024 thousand are primarily disclosed in the reconciliation statement, of which €19,529 thousand are domestic profit and losses and €7,495 thousand international profit and losses.

| € THOUSAND                            | Domestic         | International  | Total            |
|---------------------------------------|------------------|----------------|------------------|
| <b>Segment assets</b>                 | <b>3,172,348</b> | <b>222,515</b> | <b>3,394,863</b> |
| (previous year's figures)             | (3,128,778)      | (218,782)      | (3,347,560)      |
| <b>of which investment properties</b> | <b>2,746,320</b> | <b>215,843</b> | <b>2,962,163</b> |
| (previous year's figures)             | (2,610,110)      | (214,023)      | (2,824,133)      |

# Other disclosures

## 30. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

### CARRYING AMOUNTS, VALUATIONS AND FAIR VALUES ACCORDING TO MEASUREMENT CATEGORY

| € THOUSAND   | Measurement category pursuant to IAS 39 | Carrying amount 31.12.2013 | Balance sheet amount in line with IAS 39 |        |                                 |
|--|---|----------------------------|--|--------|---------------------------------|
|  |   |                            | Amortised cost                           | Costs  | Fair value recognised in equity |
| <b>Financial assets</b>  |   |                            |  |        |                                 |
| Non-current financial assets**                                   | AFS                                     | 34,519                     |  | 34,519 |                                 |
| Trade receivables*   | LaR                                     | 5,595                      | 5,595                                    |        |                                 |
| Other assets*  | LaR                                     | 1,587                      | 1,228                                    |        | 359                             |
| Other financial investments*                                     | HtM                                     | 3,000                      | 3,000                                    |        |                                 |
| Cash and cash equivalents*                                       | LaR                                     | 40,810                     | 40,810                                   |        |                                 |
| <b>Financial liabilities</b>                                     |   |                            |  |        |                                 |
| Financial liabilities*   | FLAC                                    | 1,486,759                  | 1,486,759                                |        |                                 |
| Right to redeem of limited partners*                             | FLAC                                    | 213,422                    | 213,422                                  |        |                                 |
| Trade payables*  | FLAC                                    | 3,351                      | 3,351                                    |        |                                 |
| Other liabilities*   | FLAC                                    | 8,508                      | 8,508                                    |        |                                 |
| Interest rate hedges not recognised in profit or loss*           | FLAC                                    | 31,007                     |  |        | 31,007                          |
| Interest rate hedges recognised in profit or loss**              | FVTPL                                   | 9,474                      |  |        |                                 |
| Aggregated according to measurement category pursuant to IAS 39: |   |                            |  |        |                                 |
| Loans and receivables (LaR)                                      |   | 47,992                     | 47,633                                   |        | 359                             |
| Held to maturity (HTM)   |   | 3,000                      | 3,000                                    |        |                                 |
| Available for sale (AFS)   |   | 34,519                     | 0  | 34,519 | 0                               |
| Financial liabilities measured at amortised cost (FLAC)          |   | 1,743,047                  | 1,712,040                                |        | 31,007                          |
| Financial liabilities measured at fair value in income (FVTPL)   |   | 9,474                      |  |        |                                 |

\* Corresponds to level 1 of the IFRS 7 fair value hierarchy

\*\* Corresponds to level 2 of the IFRS 7 fair value hierarchy

Investments measured using the equity method are reported at fair value. In the year under review, no additional appreciations or depreciations were made as they are already included in the respective subsidiary's net profit or loss for the period.

Trade receivables, other assets as well as cash and cash equivalents and other financial investments with the exception of interest rate swaps – which are recognised at present value – predominantly have short residual terms. The carrying amounts thus correspond to the fair value. The change in the present value of the long-term interest rate swap recognised was €155 thousand (previous year: €140 thousand)

The long-term financial liabilities include obligations from convertible bonds that are measured at amortised cost using the effective interest rate method. Interest expense incurred amounted to €3,363 thousand (previous year: €483 thousand) and is recognised in net finance costs.

Balance sheet amount in line with IAS 39

|  | Fair value<br>recognised<br>in income | Fair value<br>31.12.2013 | Carrying<br>amount<br>31.12.2012 | Amortised cost | Costs  | Fair value<br>recognised<br>in equity | Fair value<br>recognised<br>in income | Fair value<br>31.12.2012 |
|--|---------------------------------------|--------------------------|----------------------------------|----------------|--------|---------------------------------------|---------------------------------------|--------------------------|
|  |                                       | 34,519                   | 30,293                           |                | 15,381 | 14,912                                |                                       | 30,293                   |
|  |                                       | 5,595                    | 3,772                            | 3,772          |        |                                       |                                       | 3,772                    |
|  |                                       | 1,587                    | 1,972                            | 1,482          |        | 490                                   |                                       | 1,972                    |
|  |                                       | 3,000                    | 0                                |                |        |                                       |                                       | 0                        |
|  |                                       | 40,810                   | 161,006                          | 161,006        |        |                                       |                                       | 161,006                  |
|  |                                       |                          |                                  |                |        |                                       |                                       |                          |
|  |                                       | 1,540,073                | 1,467,601                        | 1,467,601      |        |                                       |                                       | 1,562,787                |
|  |                                       | 213,422                  | 284,176                          | 284,176        |        |                                       |                                       | 284,176                  |
|  |                                       | 3,351                    | 2,135                            | 2,135          |        |                                       |                                       | 2,135                    |
|  |                                       | 8,508                    | 6,380                            | 6,380          |        |                                       |                                       | 6,380                    |
|  |                                       | 31,007                   | 42,339                           |                |        | 42,339                                |                                       | 42,339                   |
|  | 9,474                                 | 9,474                    |                                  |                |        |                                       |                                       |                          |
|  |                                       |                          |                                  |                |        |                                       |                                       |                          |
|  |                                       | 47,992                   | 166,750                          | 166,260        |        | 490                                   |                                       | 166,750                  |
|  |                                       | 3,000                    | 0                                | 0              |        |                                       |                                       | 0                        |
|  |                                       | 34,519                   | 30,293                           | 0              | 15,381 | 14,912                                |                                       | 30,293                   |
|  |                                       | 1,796,361                | 1,802,631                        | 1,760,292      |        | 42,339                                |                                       | 1,897,817                |
|  | 9,474                                 | 9,474                    |                                  |                |        |                                       |                                       |                          |

Bank loans and overdrafts have short and long-term durations and are recognised at amortised cost. The fair value for Group loans is given in the notes under item 12 "Financial liabilities". In total, interest expense of €57,827 thousand (previous year: €63,066 thousand) is included in net finance costs.

Trade payables and other liabilities, with the exception of interest rate swaps – which are recognised at present value – usually have short residual terms. The carrying amounts thus correspond to the fair value.

Interest on financial instruments, not recognised in profit or loss, is reported as interest income or interest expense. Changes in the value of financial liabilities measured at fair value in profit or loss are reported under Other financial expenses (€4,550 thousand). In the year under review, € 6.849 thousand from Other comprehensive income was transferred to the income statement.

The fair value of the liabilities listed above in level 2 was calculated in accordance with generally accepted valuation methods based on the discounted cash flow method. The interest price and market price parameters applicable on the reporting date were applied.

The profit / loss share of third-party shareholders of €15,939 thousand (previous year: €15,271 thousand) is also included in net finance costs.

Impairment charges on receivables (€583 thousand) are recognised in the property operating costs.

## RISK MANAGEMENT

In risk management, the emphasis is on ensuring compliance with the strategy and, building on this, on identifying and assessing risks and opportunities, as well as on the fundamental decision to manage these risks. Risk management ensures that risks are identified at an early stage and can then be evaluated, communicated promptly and mitigated. Risk analysis involves the identification and analysis of factors that may jeopardise the achievement of goals.

## MARKET RISKS

### LIQUIDITY RISK

The liquidity of Deutsche EuroShop Group is continuously monitored and planned. The subsidiaries regularly have sufficient cash to be able to pay for their current commitments. Furthermore, credit lines and bank overdrafts can be utilised at short notice.

The contractually agreed future interest and principal repayments of the original financial liabilities and derivative financial instruments are as follows as at 31 December 2013:

| € THOUSAND                | Carrying amount<br>31.12.2013 | Cash flows<br>2014 | Cash flows<br>2015 to 2018 | Cash flows<br>from 2019 |
|---------------------------|-------------------------------|--------------------|----------------------------|-------------------------|
| Convertible bond          | 93,556                        | 1,750              | 105,053                    | 0                       |
| Bank loans and overdrafts | 1,393,203                     | 151,635            | 481,074                    | 1,142,475               |

The amounts relate to all contractual commitments existing on the balance sheet date. The majority of the trade payables and other financial liabilities reported at the end of the financial year will fall due in 2013.

### CREDIT AND DEFAULT RISK

There are no significant credit risks in the Group. The trade receivables reported on the reporting date were predominantly paid up to the date of preparation of the financial statements. During the reporting year, write-downs of rent receivables of €583 thousand (previous year: €626 thousand) were recognised under property operating costs.

The maximum default risk in relation to trade receivables and other assets totalled €12,043 thousand (previous year: €10,466 thousand) as at the reporting date.

## CURRENCY AND MEASUREMENT RISK

The Group companies operate exclusively in the European Economic Area and conduct the greater part of their business in euro. This does not entail currency risks.

A 25 bp change in a material parameter of real estate appraisals would have the following pre-tax impact on measurement gains / losses:

| IN € MILLION           | Basis  | -0,25% | +0,25% |
|------------------------|--------|--------|--------|
| Rate of rent increases | 1.70%  | -111.5 | 116.8  |
| Discount rate          | 6.65%  | 104.7  | -99.6  |
| Cost ratio             | 10.90% | 9.7    | -9.7   |

## INTEREST RATE RISK

A sensitivity analysis was implemented to determine the effect of potential interest rate changes. Based on the financial assets and liabilities subject to interest rate risk on the balance sheet date, this shows the effect of a change on the Group's equity. Interest rate risks arose on the balance sheet date only for credit borrowed the associated interest rate hedges. An increase in the market interest rate of 100 basis points would lead to an increase in equity of €17,444 thousand (previous year: €19,112 thousand). The majority of the loan liabilities have fixed interest terms. On the reporting date, loans totalling €215,500 thousand (previous year: €194,651 thousand) were hedged using derivative financial instruments.

## CAPITAL MANAGEMENT

The Group's capital management is designed to maintain a strong equity base with the aim of ensuring that its ability to repay its debts and its financial well-being are maintained in the future. The Group's financial policies are also based on the annual payment of a dividend.

| € THOUSAND                | 31.12.2013       | 31.12.2012       |
|---------------------------|------------------|------------------|
| <b>Equity</b>             | <b>1,642,371</b> | <b>1,606,090</b> |
| Equity ratio (%)          | 48.4             | 48.0             |
| <b>Net financial debt</b> | <b>1,445,949</b> | <b>1,306,595</b> |

Equity is reported here including the redemption entitlements of shareholders.

Net financial debt is determined from the financial liabilities on the balance sheet date less cash and cash equivalents.



## 31. INVESTMENTS ACCOUNTED FOR USING THE EQUITY METHOD

Joint ventures in which Deutsche EuroShop AG together with third parties has a majority of the voting rights have previously been proportionately included as joint ventures in the consolidated financial statements. The following companies are affected by the retroactive switch to equity accounting:

- Altmarkt-Galerie Dresden KG, Hamburg (until 30 April 2013)
- Allee-Center Magdeburg KG, Hamburg
- CAK City Arkaden Klagenfurt KG, Hamburg
- EKZ Eins Errichtungs- und Betriebs Ges.m.b.H. & Co OG, Vienna
- Einkaufs-Center Pécs KG, Hamburg

Please also note the detailed explanations regarding "Changes in accounting and valuation methods".

Immobilienkommanditgesellschaft FEZ Harburg KG and Stadt-Galerie Passau KG have also since 1 January 2013 been accounted using the equity method after the voting trust agreement with a co-shareholder was revoked.

During the financial year, the equity-accounted joint ventures posted the following asset and liability items, expenses and income:

| € THOUSAND              | 31.12.2013 | 31.12.2012 |
|-------------------------|------------|------------|
| Non-current assets      | 451,469    | 506,584    |
| Current assets          | 5,282      | 12,565     |
| Non-current liabilities | 115,502    | 195,353    |
| Current liabilities     | 2,970      | 5,942      |
| Income                  | 40,024     | 35,529     |
| Expenses                | -13,407    | -20,588    |

In addition, small property companies in which Deutsche EuroShop indirectly or directly has an interest are part of the Group. Deutsche EuroShop exercises a controlling influence over these companies together with other shareholders. However, they are negligible for the assets, financial and earnings position of the Group.

During the financial year, the equity-accounted associates posted the following asset and liability items, expenses and income:

| € THOUSAND              | 31.12.2013 | 31.12.2012 |
|-------------------------|------------|------------|
| Non-current assets      | 8,603      | 8,551      |
| Current assets          | 1,490      | 1,577      |
| Non-current liabilities | 0          | 5,940      |
| Current liabilities     | 6,025      | 93         |
| Income                  | 774        | 826        |
| Expenses                | -345       | -1,416     |

## 32. EARNINGS PER SHARE

|  | 2013        | 2012        |
|--|-------------|-------------|
| Group shareholders' portion of profits / losses (€ thousand)                       | 171,043     | 122,484     |
| Weighted number of no-par value shares issued                                      | 53,945,536  | 51,934,893  |
| <b>Basic earnings per share (€)</b>  | <b>3.17</b> | <b>2.36</b> |
| Group shareholders' portion of profits / losses (€ thousand)                       | 171,043     | 122,484     |
| Adjustment of interest expense for the convertible bond (€ thousand)               | 2,277       | 327         |
| Profits / losses used to calculate the diluted earnings per share (€ thousand)     | 173,320     | 122,811     |
| Weighted number of no-par value shares issued                                      | 53,945,536  | 51,934,893  |
| Weighted adjustment of potentially convertible no-par value shares                 | 2,909,710   | 326,935     |
| Average weighted number of shares used to determine the diluted earnings per share | 56,855,246  | 52,261,828  |
| Diluted earnings per share (€)   | 3.05        | 2.35        |

### BASIC EARNINGS PER SHARE:

Basic earnings per share are determined by dividing the net income for the period to which shareholders of Deutsche EuroShop AG are entitled by the weighted average number of shares outstanding within the reporting period.

### DILUTED EARNINGS PER SHARE:

The diluted earnings are calculated by taking the average number of shares outstanding and adding the number of warrants granted in connection with the convertible bond. 2.9 million warrants existed during the year under review. Due to the fact that the convertible bond was issued mid-year, the warrants issued in connection with the convertible bond were recognised on a pro rata basis in 2012. It is anticipated that the convertible bonds will be exchanged for shares in full. The profits / losses will be adjusted accordingly for interest expense and tax effects.

## **OTHER FINANCIAL OBLIGATIONS**

There are other financial obligations of €81.7 million arising from service contracts.

There are financial obligations of €9.3 million which will arise in 2014 in connection with investment measures in our shopping centers.

## **OTHER DISCLOSURES**

An average of four (previous year: four) staff members were employed in the Group during the financial year.

## **EVENTS AFTER THE BALANCE SHEET DATE**

No further significant events occurred between the balance sheet date and the date of preparation of the financial statements.

# The Supervisory Board and Executive Board

## SUPERVISORY BOARD

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- a) Membership of other statutory supervisory boards
- b) Membership of comparable supervisory bodies of business enterprises in Germany or other countries

**Manfred Zaß**, Königstein / Ts., Chairman  
Banker

**Dr. Michael Gellen**, Cologne, Deputy Chairman  
Independent lawyer

**Thomas Armbrust**, Reinbek  
Member of Management of CURA Vermögensverwaltung G.m.b.H., Hamburg

- a) C.J. Vogel Aktiengesellschaft für Beteiligungen, Hamburg (Chairman)
  - Platinum AG, Hamburg (Chairman)
  - TransConnect Unternehmensberatungs- und Beteiligungs AG, Munich (Chairman)
  - Verwaltungsgesellschaft Otto mbH, Hamburg
- b) ECE Projektmanagement G.m.b.H. & Co. KG, Hamburg (Chairman)

**Karin Dohm**, Kronberg / Ts.  
Head of Group External Reporting at Deutsche Bank AG, Frankfurt am Main

**Dr. Jörn Kreke**, Hagen (until 20.06.2013)  
Businessman

- a) Capital Stage AG, Hamburg
  - Douglas Holding AG, Hagen/Westphalia (Chairman)
- b) Kalorimeta AG & Co. KG, Hamburg
  - Urbana AG & Co. KG, Hamburg

**Dr. Henning Kreke**, Hagen (since 20.06.2013)  
Chairman of the Executive Board of Douglas Holding AG, Hagen/Westphalia

**Reiner Strecker**, Wuppertal  
Managing Partner of Vorwerk & Co. KG, Wuppertal

- b) akf Bank GmbH & Co. KG, Wuppertal

**Klaus Striebich**, Besigheim  
Managing Director Leasing, Verwaltung ECE Projektmanagement G.m.b.H., Hamburg

- b) Unternehmensgruppe Dr. Eckert GmbH, Berlin
  - MEC Metro-ECE Centermanagement GmbH & Co. KG, Düsseldorf

**Alexander Otto**, Hamburg  
CEO, Verwaltung ECE Projektmanagement G.m.b.H., Hamburg

- a) Verwaltungsgesellschaft Otto mbH, Hamburg
- b) Peek & Cloppenburg KG, Dusseldorf

**Dr. Bernd Thiemann**, Münster

Management consultant

- a) Deutsche Pfandbriefbank AG, Unterschleißheim (Chairman)
- VHV Lebensversicherung AG, Hanover
- Hypo Real Estate Holding AG, Unterschleissheim (Chairman)
- VHV Vereinigte Hannoversche Versicherung a.G., Hanover
- Wave Management AG, Hamburg (Deputy Chairman)
- IVG Immobilien AG, Bonn
- M.M. Warburg & Co. KG aA, Hamburg (Deputy Chairman)
- Hannoversche Direktversicherungs AG, Hanover
- b) Würth Gruppe, Künzelsau (Deputy Chairman)
- Würth Finance International B.V., Amsterdam

## EXECUTIVE BOARD

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**Claus-Matthias Böge**, Hamburg

Executive Board Spokesman

- a) Douglas Holding AG, Hagen/Westphalia (until 28.05.2013)
- Bijou Brigitte modische Accessoires AG, Hamburg (Deputy Chairman) (since 25.06.2013)

**Olaf G. Borkers**, Hamburg

Member of the Executive Board

The remuneration of the members of the Supervisory Board totalled €312 thousand in the period under review (previous year: €265 thousand).

The remuneration of the Executive Board totalled €1,237 thousand (previous year: €1,193 thousand), including performance-related remuneration of €677 thousand (previous year: €650 thousand). This remuneration is due on a short-term basis.

€306 thousand (previous year: €305 thousand) was allocated to the provision for the Executive Board's long-term incentive plan (LTI). Accrued interest was €19 thousand.

For further details, please see the supplementary disclosures on remuneration in the management report.

## CORPORATE GOVERNANCE

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The Declaration of Conformity with the German Corporate Governance Code required by section 161 of the Aktiengesetz (AktG – German Public Companies Act) has been issued jointly by the Supervisory Board and the Executive Board, and was made available to shareholders via publication on the Internet in November 2013.

## RELATED PARTIES FOR THE PURPOSES OF IAS 24

Deutsche EuroShop AG's subsidiaries, joint ventures and associates as well as the members of its Executive Board and Supervisory Board are regarded as related parties for the purposes of IAS 24. The remuneration of the Supervisory Board and the Executive Board is described in the "Supervisory Board and Executive Board" section and also in the remuneration report part of the group management report.

Fees for service contracts with the ECE Group totalled €15,561 thousand (previous year: €16,719 thousand). This amount was partially offset by income from lease agreements with the ECE Group in the amount of €5,655 thousand (previous year: €5,797 thousand). Receivables from ECE were €3,982 thousand, while liabilities were €1,457 thousand.

Transactions with related parties involving the provision of goods and services were at standard market rates.

Hamburg, 15 April 2014

Deutsche EuroShop AG  
The Executive Board



Claus-Matthias Böge



Olaf Borkers

## Other disclosures

In line with section 160 (1) no. 8 AktG, we give notice that the following investments and changes to voting rights have been registered to our Company in conformity with the duty of disclosure in accordance with section 21 of the Wertpapierhandelsgesetz (WpHG – German Securities Trading Act):

| Shareholder  | Shareholding report as at | Event                       | New voting rights share in % | of which own holdings in % | of which indirectly attributable in % |
|--|---------------------------|-----------------------------|------------------------------|----------------------------|---------------------------------------|
| Benjamin Otto, Hamburg   | 02.04.2002                | Exceeds threshold (5%)      | 7.74                         | 0.00                       | 7.74                                  |
| "Bravo-Alpha" Beteiligungs- G.m.b.H., Hamburg  | 02.04.2002                | Exceeds threshold (5%)      | 7.74                         | 3.71                       | 4.03                                  |
| Gemeinnützige Hertie-Stiftung, Frankfurt   | 15.08.2011                | Exceeds threshold (3%)      | 3.02                         | 3.02                       | 0.00                                  |
| Alexander Otto, Hamburg  | 14.11.2012                | Falls below threshold (10%) | 9.57                         | 0.65                       | 8.92                                  |
| Société Fédérale de Participations et d'Investissement SA / Federale Participatie- en Investeringsmaatschappij NV, Brussels, Belgium | 11.01.2013                | Exceeds threshold (3%)      | 3.08                         | 0.00                       | 3.08                                  |
| Ministry of Finance of the Kingdom of Belgium, Brussels, Belgium   | 11.01.2013                | Exceeds threshold (3%)      | 3.08                         | 0.00                       | 3.08                                  |
| Société Fédérale de Participations et d'Investissement SA / Federale Participatie- en Investeringsmaatschappij NV, Brussels, Belgium | 08.04.2013                | Falls below threshold (3%)  | 2.93                         | 0.00                       | 2.93                                  |
| Ministry of Finance of the Kingdom of Belgium, Brussels, Belgium   | 08.04.2013                | Falls below threshold (3%)  | 2.93                         | 0.00                       | 2.93                                  |
| BlackRock Advisors Holdings, Inc., New York, USA   | 30.10.2013                | Exceeds threshold (3%)      | 3.0003                       | 0.00                       | 3.0003                                |
| BlackRock International Holdings, Inc., New York, New York, USA  | 30.10.2013                | Exceeds threshold (3%)      | 3.0003                       | 0.00                       | 3.0003                                |
| BR Jersey International Holdings, L.P., St. Helier, Jersey, Channel Islands  | 30.10.2013                | Exceeds threshold (3%)      | 3.0003                       | 0.00                       | 3.0003                                |
| BlackRock Group Limited, London, United Kingdom  | 14.11.2013                | Exceeds threshold (3%)      | 3.01                         | 0.00                       | 3.01                                  |
| BlackRock Group Limited, London, United Kingdom  | 18.11.2013                | Falls below threshold (3%)  | 2.96                         | 0.00                       | 2.96                                  |
| BlackRock Group Limited, London, United Kingdom  | 29.11.2013                | Exceeds threshold (3%)      | 3.01                         | 0.00                       | 3.01                                  |
| BlackRock Group Limited, London, United Kingdom  | 12.12.2013                | Falls below threshold (3%)  | 2.999                        | 0.00                       | 2.999                                 |
| BlackRock Group Limited, London, United Kingdom  | 17.12.2013                | Exceeds threshold (3%)      | 3.002                        | 0.00                       | 3.002                                 |

The total fees for the consolidated financial statements for the 2013 financial year amounted to €310 thousand. €293 thousand (previous year: €328 thousand) was for auditor services. The auditor also provided other consultancy services in the amount of €17 thousand.

# Shareholdings

## LIST OF SHAREHOLDINGS IN ACCORDANCE WITH SECTION 313 (2) NOS. 1 TO 4 OF THE HANDELSGESETZBUCH (HGB – GERMAN COMMERCIAL CODE) AS AT 31.12.2013:

| Company name and domicile  | Interest in equity | of which indirect | of which direct | Equity as at<br>31.12.2013 | HGB profit / loss<br>2013 |
|--|--------------------|-------------------|-----------------|----------------------------|---------------------------|
| <b>Fully consolidated companies:</b>   |                    |                   |                 | <b>in EUR</b>              | <b>in EUR</b>             |
| DES Verwaltung GmbH, Hamburg   | 100.00%            | –                 | 100.00%         | 29,240,672.13              | 2,900,264.83              |
| DES Management GmbH, Hamburg   | 100.00%            | –                 | 100.00%         | 52,951.03                  | 27,951.03                 |
| DES Shoppingcenter GmbH & Co. KG, Hamburg  | 100.00%            | –                 | 100.00%         | 417,424,414.29             | 16,067,052.71             |
| A10 Center Wildau GmbH, Hamburg  | 100.00%            | –                 | 100.00%         | 86,023,371.98              | 3,277,515.98              |
| Objekt City-Point Kassel GmbH & Co. KG, Pullach  | 100.00%            | 100.00%           | –               | -24,024,805.44             | 2,747,557.39              |
| Stadt-Galerie Hameln KG, Hamburg   | 100.00%            | –                 | 100.00%         | 24,450,503.65              | 2,349,882.21              |
| Altmarkt-Galerie Dresden GmbH & Co. KG, Hamburg  | 100.00%            | –                 | 100.00%         | 40,562,836.19              | 3,345,348.38              |
| Einkaufs-Center Galeria Baltycka G.m.b.H. & Co.KG,<br>Hamburg                                  | 74.00%             | –                 | 74.00%          | 40,562,027.75              | 5,020,995.50              |
| Forum Wetzlar KG, Hamburg  | 65.00%             | –                 | 65.00%          | 9,888,976.60               | 2,670,443.33              |
| Main-Taunus-Zentrum KG, Hamburg  | 52.01%             | –                 | 52.01%          | -91,320,990.02             | 18,122,394.95             |
|  |                    |                   |                 | <b>in PLN</b>              | <b>in PLN</b>             |
| Einkaufs-Center Galeria Baltycka G.m.b.H. & Co. KG,<br>Sp. kom., Warsaw, Poland                | 99.99%             | 99.99%            | –               | 564,636,737.01             | 46,922,149.44             |
| CASPIA Investments Sp. z o.o., Warsaw, Poland  | 100.00%            | 100.00%           | –               | 19,878,432.49              | 760,043.64                |
| <b>Joint ventures:</b>   |                    |                   |                 | <b>in EUR</b>              | <b>in EUR</b>             |
| Stadt-Galerie Passau KG, Hamburg   | 75.00%             | –                 | 75.00%          | 112,787,455.07             | 4,734,039.77              |
| Allee-Center Magdeburg KG, Hamburg   | 50.00%             | –                 | 50.00%          | 72,445,194.45              | 10,429,633.87             |
| Immobilien Kommanditgesellschaft FEZ Harburg,<br>Hamburg                                       | 50.00%             | –                 | 50.00%          | -19,998,292.26             | 2,237,215.97              |
| CAK City Arkaden Klagenfurt KG, Hamburg  | 50.00%             | –                 | 50.00%          | 4,748,040.81               | 1,375,792.60              |
| EKZ Eins Errichtungs- und Betriebs Ges.m.b.H. & Co OG,<br>Vienna, Austria                      | 50.00%             | 50.00%            | –               | -4,646,295.48              | 1,413,563.79              |
| Einkaufs-Center Arkaden Pécs KG, Hamburg   | 50.00%             | –                 | 50.00%          | 22,737,326.55              | 1,646,903.18              |
| <b>Associates:</b>   |                    |                   |                 | <b>in EUR</b>              | <b>in EUR</b>             |
| Kommanditgesellschaft Sechzehnte ALBA<br>Grundstücksgesellschaft mbH & Co., Hamburg            | 50.00%             | 50.00%            | –               | 1,832,141.19               | -52,639.12                |
| EKZ Vier Errichtungs- und Betriebs Ges.m.b.H.,<br>Vienna, Austria                              | 50.00%             | 50.00%            | –               | 795,702.87                 | 32,592.35                 |
| Kommanditgesellschaft PANTA Fünfundsechzigste<br>Grundstücksgesellschaft m.b.H. & Co., Hamburg | 50.00%             | 50.00%            | –               | 2,243,204.28               | 87,408.91                 |
| Kommanditgesellschaft PANTA Dreiunddreißigste<br>Grundstücksgesellschaft m.b.H. & Co., Hamburg | 50.00%             | 50.00%            | –               | 2,793,654.54               | 349,746.72                |
| City-Point Beteiligungs GmbH, Pullach  | 40.00%             | –                 | 40.00%          | 27,974.94                  | 2,410.34                  |
| <b>Investees:</b>  |                    |                   |                 | <b>in EUR</b>              | <b>in EUR</b>             |
| Ilwro Holding B.V., Amsterdam, The Netherlands   | 33.00%             | –                 | 33.00%          | 103,555,930.00             | 15,169,948.00             |



# Auditor's report

We have audited the consolidated financial statements – comprising the balance sheet, statement of comprehensive income, income statement, statement of changes in equity, cash flow statement and the notes – and the group management report prepared by Deutsche EuroShop AG, Hamburg, for the financial year from 1 January 2013 to 31 December 2013. The preparation of the consolidated financial statements and the group management report in accordance with IFRS as adopted by the EU and the supplementary provisions of German commercial law required to be applied under section 315a(1) of the Handelsgesetzbuch (HGB – German Commercial Code) is the responsibility of the Company's management. Our responsibility is to express an opinion on the consolidated financial statements and the group management report based on our audit.

We conducted our audit of the consolidated financial statements in accordance with section 317 of the HGB and German generally accepted standards for the auditing of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the consolidated financial statements in accordance with the applicable financial reporting standards and in the group management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Group and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the consolidated financial statements and the group management report are examined primarily on the basis of spot checks within the framework of the audit. The audit includes assessing the accounting information of the areas of the company included in the consolidated financial statements, the determination of the companies to be included in the consolidated financial statements, the accounting and consolidation principles used, and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements and the group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the consolidated financial statements comply with IFRS as adopted by the EU and the supplementary provisions of German commercial law required to be applied under section 315a(1) of the HGB and give a true and fair view of the net assets, financial position and results of operations of the Group in accordance with these requirements. The group management report is consistent with the consolidated financial statements, as a whole provides a suitable understanding of the Group's position and suitably presents the opportunities and risks of future development.

Hamburg, 15 April 2014

BDO AG  
Wirtschaftsprüfungsgesellschaft

signed Dyckerhoff  
Auditor

signed Dr. Probst  
Auditor

# Responsibility statement by the Executive board

We declare that to the best of our knowledge, in line with the accounting policies to be applied, the consolidated financial statements present a true and fair view of the net assets, financial position and results of operations of the Group and the Group Management Report presents the situation of the Group and the course of business including business performance which is a fair and accurate view, and describes the essential opportunities and risks of the likely development of the Group.

Hamburg, 15 April 2014



Claus-Matthias Böge



Olaf Borkers



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