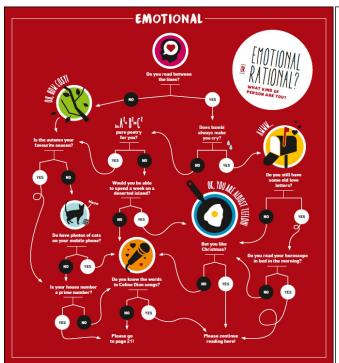
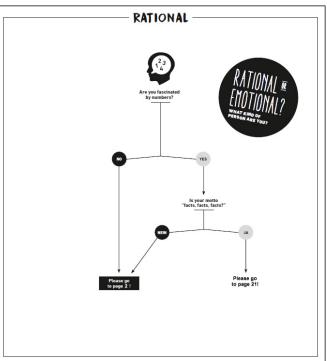


# **COMPANY PRESENTATION**

06.2017









### **EQUITY STORY**



**COMPANY** 



Deutsche EuroShop is Germany's only public company that invests solely in shopping centers



Shopping centers are attractive investments because of

- Continuously positive development of rents
- Stable long term growth
- Prime locations
- High quality standards



Deutsche EuroShop does not seek short-term success, but rather longterm growth and the resulting stable increase in the value of the portfolio





#### AT A GLANCE

**COMPANY** 



21 shopping centers on high street and in established locations – 17 in Germany and one each in Austria, Czech Republic, Hungary and Poland



2016 portfolio valuation: approx. 5.24% net initial yield (before transaction costs)



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

Lettable space	Approx. 1,087,000 sqm
Retail shops	Approx. 2,700
Market value	Approx. €5.1 billion <sup>1</sup>
Rents per year	€280 million <sup>1</sup>
Occupancy rate	99%

Avg. lettable space per DES-center: inner city 39,000 sqm est. Locations 97,000 sqm

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



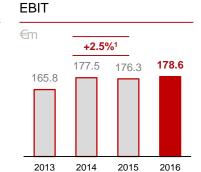
## **KEY FIGURES**

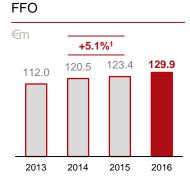
**REVENUE** 

2013

#### COMPANY

# €m -+2.9%¹ 200.8 202.9 205.1





#### NUMBER OF SHARES

2014

2015

2016







#### NAV PER SHARE (EPRA)



<sup>&</sup>lt;sup>1</sup> 2013 – 2016, Compound Annual Growth Rate (CAGR)

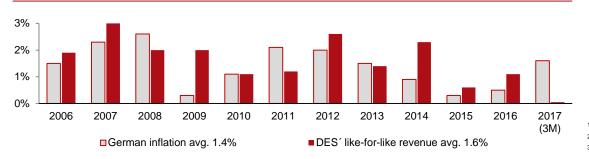
<sup>&</sup>lt;sup>2</sup> Proposal



#### LEASE SYSTEM

- 10 years lease
- No break-up option
- Turnover-linked rents
- Minimum rents are CPI-linked
- Avg. retail space rent per sqm and year: €250
- Avg. turnover per sqm and year (productivity) in DES shopping centers: €4,193<sup>1,2</sup> (avg. German retail: €3,456, avg. German shopping centers: €3,912)<sup>1,2,3</sup>
- Rent-to-sales-ratio: 7 11%
- Weighted maturity of rental contracts: 5.7 years<sup>1</sup>

#### LIKE-FOR-LIKE REVENUE



**COMPANY** 



<sup>1</sup> Status: 31 Dec. 2016

<sup>2</sup> excl. VAT

<sup>3</sup> Source: GfK Geomarketing



**COMPANY** 

#### **TARGETS**

Long term net asset value enhancement

Main focus on NAV and dividend

"Buy & hold"strategy, Continuous growth Stable and attractive dividends









Dividend yield: currently 3.8%

Investment-focus: At least 75% Germany and up to 25% Europe Portfolio extension

- By acquisition of new shopping centers
- By increasing existing amounts of holdings
- By expansion of portfolio centers









## MAP OF THE PORTFOLIO

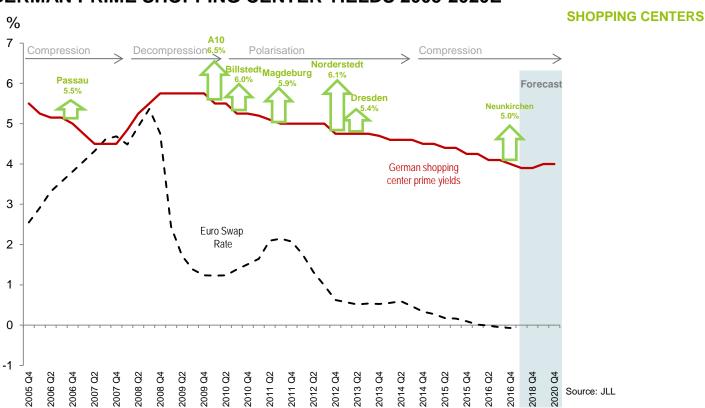








### **GERMAN PRIME SHOPPING CENTER YIELDS 2005-2020E**







**FINANCIALS** 

#### **ACQUISITION OF OLYMPIA BRNO**

 Deutsche EuroShop acquired 100% of the shares in Olympia SPV from Rockspring and ECE European Prime Shopping Centre Fund I (50% each)

Closing: 31 March 2017

 Total investment: approx. €382 million, net purchase price excl. debt of SPV and excl. acquisition costs: approx. €207 million

 financing by long term debt (approx. €217 million, 57%) and proceeds of capital increase (approx. €165 million, 43%)

Expected annualised rents 2017: €20.1 million

Expected NOI yield: 5.1%, expected net initial yield: 5.0%

The SPV is fully consolidated as of 31 March 2017





#### **ACQUISITION OF SAARPARK-CENTER NEUNKIRCHEN**

 Deutsche EuroShop acquired a 50% participation in the Saarpark-Center SPV from BAT Custodian

- Effective from 1 Oct. 2016
- Total investment: approx. €113 million (50%), net purchase price excl. debt of SPV: €79 million
- (preliminary) financing by utilisation of a credit line, later long term debt
- Expected annualised rents effective from 2017: €12.8 million (100%)
- Expected NOI yield: 5.0% (corresponds to an expected net initial yield of 4.7%, but DES incurs no transfer tax)
- The SPV is treated as joint venture (at-equity)





	Main-Taunus- Zentrum	A10 Center	Altmarkt- Galerie	Rhein-Neckar- Zentrum
Location	Sulzbach/Frankfurt	Wildau/Berlin	Dresden	Viernheim/Mannheim
Investment	52.0%	100%	100%	100%
Lettable space sqm	124,000	121,000	77,000	69,500
Parking	4,500	4,000	500	3,800
Number of shops	Approx. 170	Approx. 200	Approx. 200	Approx. 110
Occupancy rate	100%	100%	100%	100%
Catchment area	Approx. 3.1 m. inhabitants	Approx. 1.1 m. inhabitants	Approx. 2.1 m. inhabitants	Approx. 1.5 m. inhabitants
Visitors 2016	8.10 m.	6.90 m.	14.40 m.	7.80 m.
Opening/ refurbishment	1964/2004/2011	1996/2011	2002/2011	1972/2002











	City- Galerie	City- Arkaden	City- Point	Stadt- Galerie	
Location	Wolfsburg	Wuppertal	Kassel	Passau	
Investment	100%	100%	100%	75.0%	
Lettable space sqm	30,800	28,700	27,800	27,700	
Parking	800	650	220	500	
Number of shops	Approx. 100	Approx. 80	Approx. 60	Approx. 90	
Occupancy rate	98%	99%	100%	100%	
Catchment area	Approx. 0.5 m. inhabitants	Approx. 0.8 m. inhabitants	Approx. 0.8 m. inhabitants	Approx. 1.2 m. inhabitants	
Visitors 2016	7.50 m.	8.40 m.	8.60 m.	8.00 m.	
Opening/ refurbishment	2001/2006	2001/2004	2002/2009/2015	2008	







Stadt-

	Galerie
Location	Hameln
Investment	100%
Lettable space sqm	26,000
Parking	500
Number of shops	Approx. 100
Occupancy rate	97%
Catchment area	Approx. 0.4 m. inhabitants
Visitors 2016	5.80 m.
Opening/ refurbishment	2008



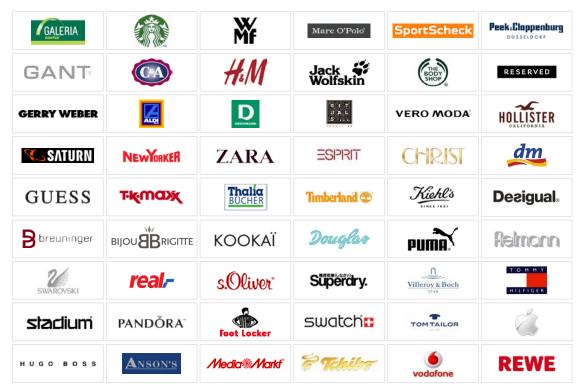
#### **EUROPE**





#### OUR TENANTS<sup>1</sup>





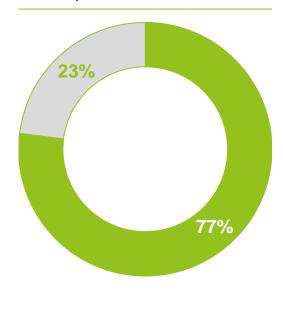
<sup>&</sup>lt;sup>1</sup> Selection of our well known tenants



## TENANTS STRUCTURE TOP 10 TENANTS<sup>1</sup>

	2016	2015
Metro Group <sup>2</sup>	4.7%	4.5%
H&M	3.6%	3.4%
New Yorker	2.4%	2.3%
Peek & Cloppenburg	2.2%	2.1%
Deichmann	2.0%	1.8%
Douglas <sup>3</sup>	2.0%	2.1%
C&A	1.9%	1.5%
REWE	1.7%	1.6%
dm-drogerie markt	1.4%	1.2%
Thalia	1.3%	1.0%
Total	23.2%	21.5%

Low level of dependence on the top 10 tenants



Other tenants

#### **SHOPPING CENTERS**

<sup>1</sup> in % of total rents as at 31 Dec. 2016

<sup>&</sup>lt;sup>3</sup> perfumeries only

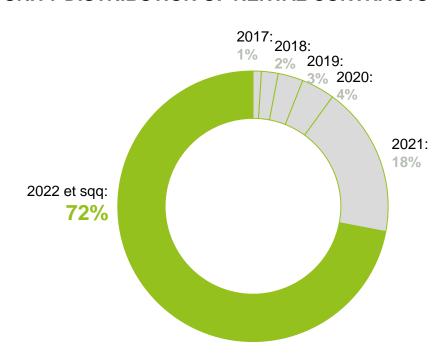






## MATURITY DISTRIBUTION OF RENTAL CONTRACTS<sup>1</sup>





- Long-term contracts base rental income
- Weighted maturity 5.7 years

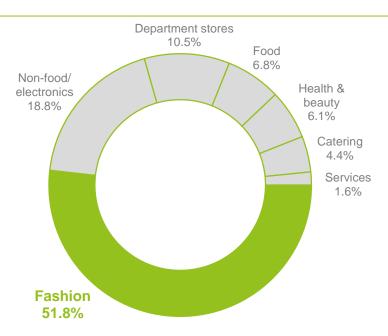
<sup>&</sup>lt;sup>1</sup> as % of rental income as at 31 Dec. 2016



## **SECTOR MIX<sup>1</sup>**

#### **SHOPPING CENTERS**

#### Balanced sector diversification



<sup>&</sup>lt;sup>1</sup> as % of rental space as at 31 Dec. 2016



## **KEY FIGURES Q1 2017**

€million	01.01. – 31.03.2017	01.01. – 31.03.2016	Change
Revenue	50.7	50.7	0%
Net operating income	45.8	46.0	0%
EBIT	44.3	44.6	-1%
Net finance costs	-9.1	-12.3	26%
Measurement gains/losses	-0.7	-1.4	46%
EBT	34.5	31.0	11%
Consolidated profit	27.5	24.9	11%
FFO per share (€)	0.62	0.58	7%
EPRA Earnings per share (€, undiluted)	0.60	0.55	9%

€million	31.03.2017	31.12.2016	Change
Total equity <sup>1</sup>	2,435.1	2,240.7	9%
Net Financial liabilities	2,199.4	1,873.8	17%
Total assets	4,634.5	4,114.5	13%
Equity ratio <sup>1</sup>	52.5%	54.5%	
Loan to value ratio	35.2%	34.2%	
Cash and cash equivalents	156.3	64.0	>100%

<sup>&</sup>lt;sup>1</sup> Including the share attributable to equity-accounted joint ventures and associates

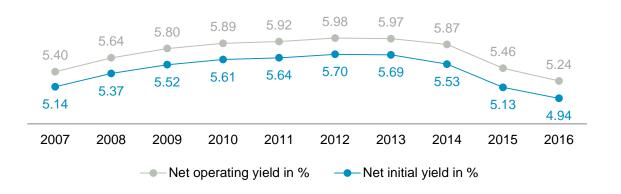




### **VALUATION<sup>1</sup> – INVESTMENT PROPERTIES 2016**



**FINANCIALS** 



#### SENSITIVITY ANALYSIS

in €thousand	Basis	change of -25bps	change of +25bps
Rent increase rates	1.39%	-101,100	+148,000
Discount rate	5.97%	+69,000	-69,200
Capitalization rate	5.21%	+114,200	-106,600
Cost ratio	10.17%	+10,400	-9,000

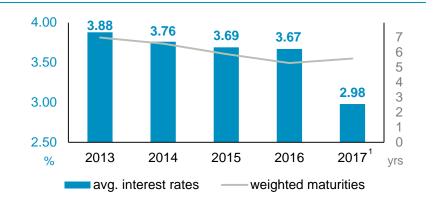
<sup>&</sup>lt;sup>1</sup> External appraisers: since 2015: JLL



## LOAN STRUCTURE INCL. CONVERTIBLE BONDS<sup>1,2</sup>

Interest lockin	Duration	Principle amounts (€ million)	Share of total loan	avg. interest rate
Up to 1 year		171.0	10.0%	1.61%
1 to 5 years	3.7	600.0	35.1%	4.04%
5 to 10 years	7.1	689.4	40.4%	2.78%
Over 10 years	10.8	247.7	14.5%	2.59%
Total <sup>1</sup>	5.6	1,707.8	100%	2.98%

- 21 German and 4 foreign bank partners
- Weighted maturity of fixed interest periods 5.6 years<sup>1</sup>



**FINANCIALS** 

<sup>&</sup>lt;sup>1</sup> as of 31 March 2017

<sup>&</sup>lt;sup>2</sup> excl. non-consolidated loans



## **MATURITIES UNTIL 2022**<sup>1,2</sup>

in € million	end of fixed interest periods respectively expiring loans	avg. interest rate	regular redemption payments	total maturities
2017	Convertible Bond 99.5	1.75%	16.5	116.0
2018	148.3	2.49%	22.3	170.6
2019	123.1	4.73%	18.9	142.0
2020	134.1	4.52%	18.2	152.3
2021	198.3	4.48%	14.8	213.1
2022	217.8	3.26%	16.5	234.3
	844.1			

#### **FINANCIALS**

Already fixed:

Altmarkt-Galerie Dresden: €71.6m, 1.63%, 10y

Allee-Center Hamm: €4.9m, 1.68%, 6y

#### Non-consolidated loans<sup>1</sup>

ivon-consolidat	ed loans <sup>1</sup>			
in € million	End of fixed interest periods respectively expiring loans	Avg. interest rate	DES' share	
2017-2019	0			
2020	35.0	4.00%	50%	Saarpark
2021	48.6	4.65%	50%	Phoenix-
2022	12.1	4.90%	50%	Saarpark

aarpark-Center Neunkirchen

Phoenix-Center Hamburg

Saarpark-Center Neunkirchen

<sup>&</sup>lt;sup>1</sup> as of 31 March 2017



## **GERMAN CONSUMER PRICE INDEX**



FINANCIALS

Source: Destatis



## **FORECAST**

#### REVENUE



#### EBT EXCL. VALUATION



#### **FFO**



#### **FINANCIALS**



#### **EBIT**



#### NUMBER OF SHARES<sup>2</sup>



#### FFO PER SHARE



<sup>&</sup>lt;sup>1</sup> Compound Annual Growth Rate (CAGR) 2014 - 2018

<sup>&</sup>lt;sup>2</sup> weighted, under the assumption that the convertible bond has been fully converted at the end of its term in November 2017



#### **DIVIDEND & PERFORMANCE**

#### TREND OF SHARE



PERFORMANCE <sup>3</sup>						
		DES	DAX	EPRA <sup>4</sup>	REX <sup>5</sup>	OEF <sup>6</sup>
1 year	(2016)	-1.2%	+6.9%	-5.0%	+2.3%	+2.8%
3 years	+34.1% =	+10.3% p.a.	+6.3% p.a.	+13.0% p.a.	+3.3% p.a.	+2.9% p.a.
5 years	+86.0% =	+13.2% p.a.	+14.2% p.a.	+15.3% p.a.	+2.8% p.a.	+2.3% p.a.
Since IPO (2001)	+280.9%=	+8.7% p.a.	+3.7% p.a.	+7.9% p.a.	+4.6% p.a.	+3.3% p.a.

<sup>&</sup>lt;sup>1</sup> respectively paid for the previous FY



<sup>&</sup>lt;sup>2</sup> 2017: as of 7 June 2017

<sup>&</sup>lt;sup>3</sup> as of 31 Dec. 2016

<sup>&</sup>lt;sup>4</sup> EPRA/NAREIT Europe

<sup>&</sup>lt;sup>5</sup> German government bonds index

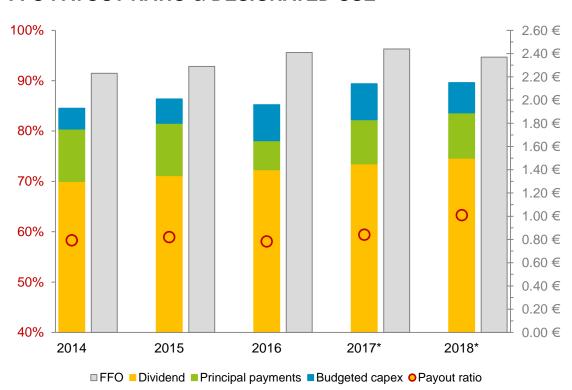
<sup>&</sup>lt;sup>6</sup> Open ended real estate funds

<sup>7</sup> to be paid on 29 June 2017

<sup>&</sup>lt;sup>8</sup> proposal



## FFO PAYOUT RATIO & DESIGNATED USE





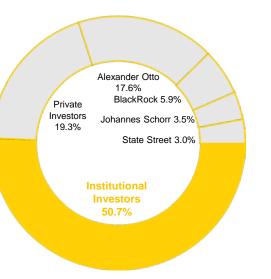
<sup>\*</sup> Forecast Dividend per share: proposal

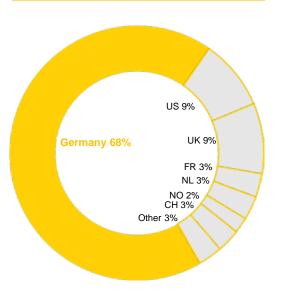


## SHAREHOLDER STRUCTURE<sup>1</sup>



Free float 82.4%





<sup>1</sup> Status: 1 June 2017





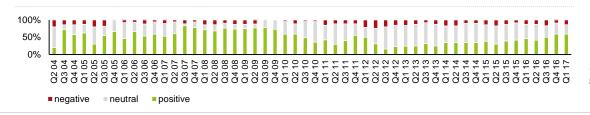
#### ANALYSTS' CONSENSUS<sup>1</sup>

avg./in €	2017	2018
EBIT (€ million)	184.1	189.4
FFO per share	2.42	2.45
NAV per share	43.20	44.89
Dividend	1.45	1.50
Price target		43.52

#### Status: 16 March 2017

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





Aggregated by DES
 According to Bloomberg as of March, 2017





#### **10 REASONS TO INVEST**



Prime locations

The only public company in Germany to invest solely in shopping centers

Proven, conservative strategy

Stable cash flow with long term visibility

Shareholderfriendly dividend policy

Experienced management team

Excellent track record

Centers almost 100% let

Inflationprotected rental agreements

Solidity combined with growth potential



## **KEY DATA OF THE SHARE**

Listed since	02.01.2001
Nominal capital	€58,404,996.00
Outstanding shares	58,404,996
Class of shares	Registered shares
Dividend 2016 (proposal)	€1.40
52W High	€42.61
52W Low	€35.87
Share price (7 June 2017)	€37.34
Market capitalisation	€2.18 billion
Avg. turnover per day last 12 months (XETRA)	143,700 shares
Indices	MDAX, EPRA, GPR, MSCI Small Cap, EURO STOXX, STOXX Europe 600
Official market	Prime Standard Frankfurt and XETRA
OTC market	Berlin-Bremen, Dusseldorf, Hamburg, Hanover, Munich and Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQGn.DE
Market maker	Oddo Seydler





## **KEY DATA OF THE CONVERTIBLE BOND 1.75% 2017**

Amount	€100 million
Principal amount	€100,000 per Bond
Issue date	20 Nov. 2012
Maturity date	20 Nov. 2017
Coupon	1.75%
Price (7 June 2017)	121.35%
Interest payment date	payable semi-annually in arrear on 21 May and 21 November in each year
Conversion price	€30.62 <sup>1</sup>
Dividend protection	Conversion Price adjustment for any dividends paid (full dividend protection)
ISIN	DE 000 A1R 0W0 5
Listing	Open Market (Freiverkehr) segment of the Frankfurt Stock Exchange



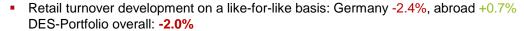
Originally €35.10, adjusted on 21 June 2013,19 June 2014, 19 June 2015 and 16 June 2016



#### **RETAIL TURNOVER 3M 2017<sup>1</sup>**

**EASTER SALES TOOK PLACE IN APRIL (2016: MARCH)** 

Retail sector	% change to 2016	rent-to-sales ratio in %	% of sales	% of space
Department stores	-5.0	6.5	7.2	12.9
Food	-4.3	7.9	8.5	6.1
Fashion textiles	-3.7	12.7	29.3	39.5
Shoes & leather goods	-2.6	14.7	5.4	6.5
Sports	-5.0	9.7	4.0	5.0
Health & beauty	-2.6	7.3	11.9	6.0
General retail	-8.8	11.7	8.3	9.6
Electronics	+4.7	3.8	15.5	8.4
Services	+4.6	4.7	5.1	1.7
Food catering	-1.0	12.8	4.8	4.3
Total	-2.4	9.3	100 <sup>2</sup>	100 <sup>2</sup>



Absolute turnover development: Germany -2.1%, abroad +1.2% DES-Portfolio overall: -1.7%



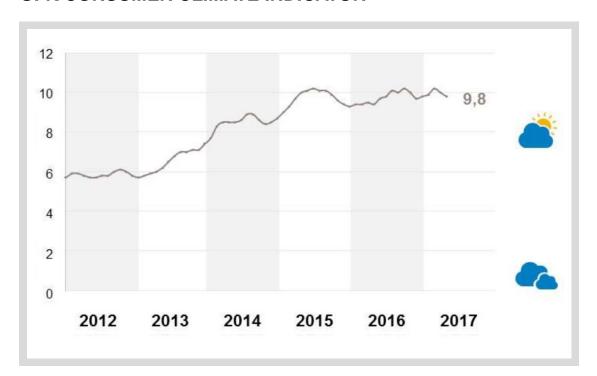
**APPENDIX** 

<sup>&</sup>lt;sup>1</sup> German centers on a like-for-like basis (turnover: €2.1 billion)

<sup>&</sup>lt;sup>2</sup>The sum may not equal the totals due to rounding



## **GFK CONSUMER CLIMATE INDICATOR<sup>1</sup>**



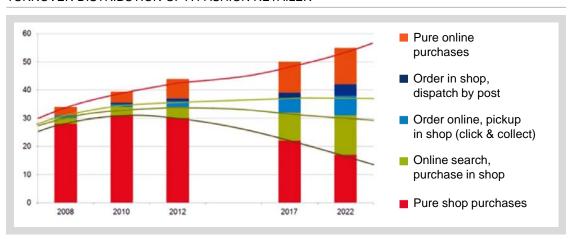


<sup>1</sup> as at: March2017, source: GfK



#### **ONLINE VS. STATIONARY RETAIL?**

#### TURNOVER DISTRIBUTION OF A FASHION RETAILER



- Stationary retail transforms from "Point of Purchase" to "Touch Point" (product experience)
- New store concepts (flagship store, show room, multi-channel store, pick-up store), click & collect, augmented reality, online goes offline, mobile services
- "Location, location, location" newly interpreted: "Convenience, attractivity & likeability"

APPENDIX

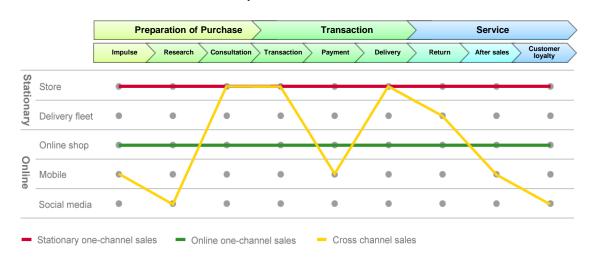
Source: GfK



#### **CROSS CHANNEL!**

#### AN EXAMPLE FOR A MODERN CUSTOMER JOURNEY

- The cross-channel customer combines stationary and online channels
- The one-channel customer uses only one channel

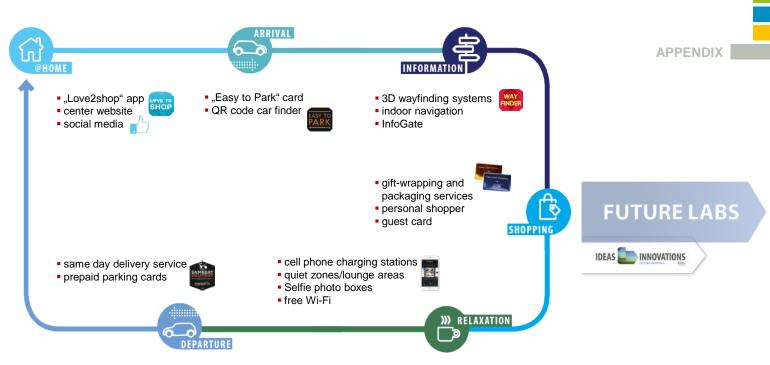


Source: EY





### THE CUSTOMER JOURNEY IN OUR SHOPPING CENTERS

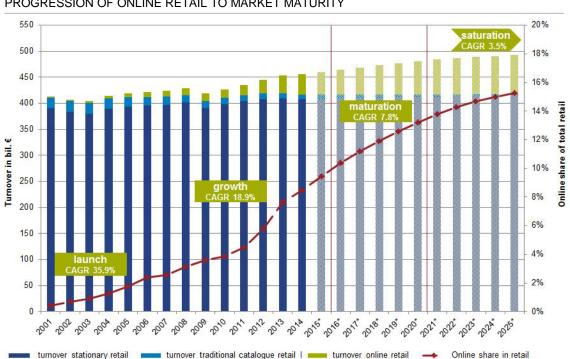


Source: ECE



#### **ECOMMERCE: GROWTH WITHOUT END?**

#### PROGRESSION OF ONLINE RETAIL TO MARKET MATURITY



**APPENDIX** 

Source: GfK

\* prognosis



## OUR PARTNER: ECE

- ECE develops, plans, builds, leases and manages large commercial real estate in the sectors shopping, office, industries since 1965
- originally ECE was an abbreviation for the German word Einkaufscenterentwicklung (Shopping center development)
- 100% privately owned by the Otto family
- Active in 14 European countries
- European market leader in the shopping center business
- Assets under management:
  - approx. 200 shopping centers
  - 7.3 million sqm overall sales area
  - approx. 21,000 retail businesses
  - 4.6 million daily visitors
  - €31 billion assets under management

#### Many investors rely on ECE:





APPENDIX

Lithuania

Poland

Qatar

Russia

Spain

Turkey

Slovakia

AustriaBulgaria

Denmark

Germany

Hungary

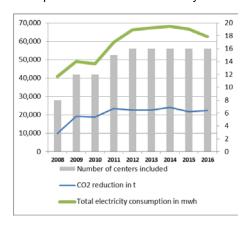
Italy

Czech Republic =



#### **ENVIRONMENT**

- Climate protection is one of the most important issues for Deutsche EuroShop. We believe that sustainability and profitability, the shopping experience and environmental awareness are not opposing forces. Long-term thinking is part of our strategy. This includes playing our part in environmental protection
- In 2016, all our German shopping centers had contracts with suppliers that use renewable energy sources, such as hydroelectric power, for their electricity needs. The "EnergieVision" organisation certified the green electricity for our centers in Germany with the renowned "ok-power" accreditation in 2016. We also plan to switch our centers in other countries over to green electricity wherever possible within the next few years



- The German centers used a total of around 62.5 million kWh of green electricity in 2016. This represented 100% of the electricity requirements in these shopping centers. Based on conservative calculations, this meant a reduction of around 22,445 tonnes in carbon dioxide emissions, which equates to the annual CO<sub>2</sub> emissions of more than 1,000 two-person households. The use of heat exchangers and energy-saving light bulbs allows us to further reduce energy consumption in our shopping centers
- Deutsche EuroShop, through its shopping centers, also supports a range of activities at local and regional level in the areas of ecology, society and economy









## **FINANCIAL CALENDAR**

#### 2017

15.06.	Roadshow London, Green Street Advisors	
19.06.	Roadshow Warsaw, Berenberg	
16.06.	Roadshow Edinburgh, JP Morgan Cazenove	
22.06.	Deutsche Bank dbAccess Conference, Berlin	
28.06.	Annual General Meeting, Hamburg	
15.08.	Half-year Financial Report 2016	
0405.09.	DES Real Estate Summer, Brno	
1213.09.	BoA Merrill Lynch Global RE Conf., New York	
18.09.	Goldman Sachs & Berenberg German Conf., Munich	
19.09.	19.09. Baader Investment Conf., Munich	

29.09.	Societe Generale Pan European RE Conf., London
0406.10.	Expo Real, Munich
	Quarterly Statement 9M 2017
16.11.	Natixis European Mid Caps Conf., Paris
17.11.	Roadshow Amsterdam, Societe Generale
17.11.	Roadshow Brussels, Kempen & Co
21.11.	DZ Bank Equity Conf., Frankfurt
05.12.	Berenberg European Conf., Pennyhill
1112.12.	HSBC Global RE Conf., Cape Town

**APPENDIX** 



#### CONTACT

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ir-mall.com

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## **APPENDIX**

#### Important Notice: Forward-Looking Statements

Statements in this presentation relating to future status or circumstances, including statements regarding management's plans and objectives for future operations, sales and earnings figures, are forward-looking statements of goals and expectations based on estimates, assumptions and the anticipated effects of future events on current and developing circumstances and do not necessarily predict future results.

Many factors could cause the actual results to be materially different from those that may be expressed or implied by such statements. Deutsche EuroShop does not intend to update these forward-looking statements and does not assume any obligation to do so.