

25.03.10 9:24 BUY (prev.: BUY) 
Current Price (ETR): 23.74 € Price traget (new): 26.50 € Price traget (old): 26.50 €

#### Sector: Real estate

Deutsche EuroShop is the only German joint stock real estate company that invests exclusively in shopping centres. Its investment portfolio currently contains several shopping centres in inner city locations as well as at established locations in Germany and throughout Europe.

Country:		D	
ISIN:	DE	0007480204	
Bloomberg:		DEQ	
Prices 52 wee	ks		
High:		24.33 €	
Low		19.41 €	
Market cap (i	n m €):	1,047.3	
No. Of shares	(in m):	44.1	
Free-float:		82.0%	
	EPS	PER	
2008	2.00 €		
2009e	0.94 €	25.3	
2010e	1.17 €	20.3	
2011e	1.52 €	15.6	
	dividend	yield	
2008	1.05 €		
2009e	1.05 €	4.4%	
2010e	1.05 €	4.4%	
2011e	1.10 €	4.6%	
	EV/Sales	EV/EBIT	
2008	14.7	17.3	
2009e	13.4	15.5	
2010e	2010e 14.7		
2011e	19.0	22.0	
		2	

## Next event: Full year results 30.4.2010



Frank Neumann, Analyst Fon: (+49) 211/4952-637 Fax: (+49) 211/4952-494

frank.neumann@bankhaus-lampe.de

Please note the disclaimer & disclosures at the end of this report.

## **Deutsche EuroShop AG**

BUY (prev.: BUY)

## FEEDBACK FROM ROADSHOW IN SPAIN AND PORTUGAL

On 22 and 23 March, we went on a roadshow in Spain and Portugal with Mr. Kiss (Head of Investor Relations) and Mr. Lissner (Investor Relations). The following key issues were of interest:

- 1) The company sees a chance to be able to acquire one to two new shopping centres in 2010. This should be followed by another capital increase. It is likely that additional centres will primarily be acquired in Germany. Here, net initial yields have eased in the past few months, so that Deutsche EuroShop thinks views net initial yields of at least 6% as realistic also for acquisitions in Germany. Due to the company's solid financing and the flexible financing possibilities (e.g. short-term credit lines), the company has a time advantage over other bidders in the acquisition of new shopping centres. At the moment, additional investments of up to approximately EUR 280 m are possible.
- 2) The company's vacancy rate has not significantly increased so far. Like-for-like rental income increased slightly in 2009. We assume that rental sales should also remain at least stable in the current year. Thus, the company will still be able to generate stable cash flows also in the future.
- 3) On the financing side, the company will have to negotiate a larger credit line in the short term (approximately EUR 100 m), which is mainly needed for the acquisition of new shopping centres. We anticipate a renewal and, if necessary, increase of the credit line.
- 4) As most shopping centres are located in Germany, the company indirectly depends on private consumption in Germany. But compared with other European countries, German private consumption should see a more stable development, so that there is hardly any risk here.
- 5) The company's dividend policy should remain stable. We think that the dividend will only be increased if the new dividend level can be maintained in the long term. Despite the increased number of shares, a higher dividend per share would be possible in view of the FFO. In our estimates, we currently expect the dividend per share only to remain unchanged in 2010.

## WE CONFIRM OUR BUY RECOMMENDATION

Overall, the roadshow has confirmed our view of the company's stable business model. For further information, please refer to our detailed research about the company of 19 March. We confirm our "Buy" recommendation and our price target of EUR 26.50.

Deutsche EuroShop AG – Profit and loss	account									
in m €	200	7	200	8	2009	le	2010	)e	2011	le
Sales yoy	95.8 3.1%	100.0%	115.3 20.4%	100.0%	127.6 10.7%	100.0%	140.8 10.3%	100.0%	112.3 -20.2%	100.0%
Cost of Sales yoy	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
Gross profit yoy	95.8 3.1%	100.0%	115.3 20.4%	100.0%	127.6 10.7%	100.0%	140.8 10.3%	100.0%	112.3 -20.2%	100.0%
Sales and marketing yoy	-8.0 -23.0%	-8.4%	-6.0 -25.7%	-5.2%	-6.3 5.8%	-4.9%	-7.2 14.0%	-5.1%	-5.7 -20.2%	-5.1%
General and administration yoy	-6.1 5.7%	-6.4%	-7.2 17.6%	-6.2%	-7.7 7.1%	-6.0%	-8.4 10.3%	-6.0%	-6.7 -20.2%	-6.0%
Research and development yoy	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
Other operating result yoy	-3.2 	-3.3%	-4.1 30.9%	-3.6%	-3.0 -27.4%	-2.4%	-5.0 66.7%	-3.6%	-3.0 -40.0%	-2.7%
EBITDA yoy	78.5 -9.5%	82.0%	98.1 24.9%	85.1%	110.7 12.8%	86.7%	120.2 8.6%	85.4%	96.9 -19.4%	86.2%
Depreciation yoy	0.0 -96.5%	0.0%	0.0 -37.5%	0.0%	0.0 100.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
EBITA yoy	78.5 -9.1%	82.0%	98.1 25.0%	85.1%	110.7 12.8%	86.7%	120.2 8.6%	85.3%	96.8 -19.4%	86.2%
Amortisation of goodwill yoy	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
Amortisation of intangible assets yoy	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
EBIT yoy	78.5 -9.1%	82.0%	98.1 25.0%	85.1%	110.7 12.8%	86.7%	120.2 8.6%	85.3%	96.8 -19.4%	86.2%
Financial result yoy	-39.6 -3.3%	-41.4%	-48.2 21.6%	-41.8%	-55.7 15.7%	-43.7%	-62.1 11.4%	-44.1%	-39.6 -36.3%	-35.3%
Income on ordinary activities yoy	38.9 -14.3%	40.6%	49.9 28.4%	43.3%	54.9 10.1%	43.1%	58.1 5.7%	41.2%	57.2 -1.4%	51.0%
Extraordinary income/loss yoy	39.0 -46.1%	40.7%	37.1 -4.8%	32.1%	-13.7 	-10.7%	2.6	1.8%	22.6 >100%	20.1%
EBT yoy	77.8 -33.9%	81.3%	87.0 11.8%	75.4%	41.2 -52.6%	32.3%	60.6 47.0%	43.1%	79.8 31.6%	71.1%
Taxes yoy	16.3	17.1%	-18.1 	-15.7%	-7.4 -59.0%	-5.8%	-9.7 30.7%	-6.9%	-12.8 31.6%	-11.4%
Tax rate	-21.0%		20.8%		18.0%		16.0%		16.0%	
Net income from cont. operations yoy	94.2 -6.1%	98.3%	68.9 -26.9%	59.7%	33.8 -50.9%	26.5%	50.9 50.6%	36.2%	67.0 31.6%	59.7%
Net income from discont. operations yoy	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%	0.0 0.0%	0.0%
Minority interest	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Net income (adj.) yoy	94.2 -6.1%	98.3%	68.9 -26.9%	59.7%	33.8 -50.9%	26.5%	50.9 50.6%	36.2%	67.0 31.6%	59.7%
No. of shares (in m)	34.3	8	34.3	8	36.1	0	43.5	9	44.1	1
EPS (in €)	2.7	4	2.00	0	0.94	ı	1.17	7	1.52	2

Source: Company information, Bankhaus Lampe Research

Deutsche EuroShop AG – Balance sheet										
Assets (m €)	200	7	200	08	200	9e	201	0e	201	1e
Fixed assets	1,839.2	93.1%	1,954.0	97.4%	2,043.4	96.3%	2,351.0	97.4%	2,445.2	96.4%
Property, plant and equipment	144.4	7.3%	21.2	1.1%	25.0	1.2%	65.0	2.7%	20.0	0.8%
Intangible assets	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Financial assets	32.9	1.7%	30.3	1.5%	30.3	1.4%	30.3	1.3%	32.0	1.3%
Other long-term assets	1,662.0	84.1%	1,902.4	94.8%	1,988.1	93.7%	2,255.6	93.5%	2,393.2	94.4%
Current assets	137.1	6.9%	52.9	2.6%	78.4	3.7%	62.3	2.6%	90.8	3.6%
Inventories	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Accounts receivable	3.2	0.2%	2.7	0.1%	2.7	0.1%	3.0	0.1%	3.5	0.1%
Other current assets	25.0	1.3%	8.5	0.4%	8.5	0.4%	9.0	0.4%	9.5	0.4%
Securities	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Cash	109.0	5.5%	41.7	2.1%	67.2	3.2%	50.3	2.1%	77.8	3.1%
Total assets	1,976.3	100.0%	2,006.8	100.0%	2,121.8	100.0%	2,413.3	100.0%	2,536.0	100.0%

Equity and liabilities (m €)	200	7	200	08	200	9e	201	0e	201	1e
Shareholders' equity	860.8	43.6%	860.5	42.9%	925.2	43.6%	1,061.2	44.0%	1,082.5	42.7%
Shareholders' equity (before minority)	860.8	43.6%	860.5	42.9%	925.2	43.6%	1,061.2	44.0%	1,082.5	42.7%
Minorities	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Non-current liabilities	1,027.4	52.0%	1,093.7	54.5%	1,149.1	54.2%	1,314.1	54.5%	1,399.1	55.2%
Pension provisions	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Other provisions	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Long-term financial debt	849.3	43.0%	879.1	43.8%	919.1	43.3%	1,069.1	44.3%	1,139.1	44.9%
Other long-term debt	178.1	9.0%	214.6	10.7%	230.0	10.8%	245.0	10.2%	260.0	10.3%
Current liabilities	88.2	4.5%	52.7	2.6%	47.5	2.2%	38.0	1.6%	54.5	2.1%
Short-term financial debt	46.7	2.4%	20.7	1.0%	10.0	0.5%	10.0	0.4%	21.0	0.8%
Short-term accruals	25.6	1.3%	10.7	0.5%	25.0	1.2%	15.0	0.6%	15.0	0.6%
Accounts payable	8.7	0.4%	3.0	0.2%	2.5	0.1%	3.0	0.1%	3.5	0.1%
Other liabilities	7.3	0.4%	18.3	0.9%	10.0	0.5%	10.0	0.4%	15.0	0.6%
Total equity and liabilities	1,976.3	100.0%	2,006.8	100.0%	2,121.8	100.0%	2,413.3	100.0%	2,536.0	100.0%

Source: Company information, Bankhaus Lampe Research

Deutsche EuroShop AG – Cash-flow sta	tement	1		•	
in m €	2007	2008	2009e	2010e	2011e
Net income (adj.)	94.2	68.9	33.8	50.9	67.0
Depreciation	0.0	0.0	0.0	0.0	0.0
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0
Change of provisions	0.0	-14.9	14.3	-10.0	0.0
Other	-32.7	3.5	13.7	-2.6	-22.7
Operating Cash-flow before changes in w/c	61.5	57.5	61.8	38.4	44.4
Change in inventory	0.0	0.0	0.0	0.0	0.0
Change in accounts receivable	-0.8	0.5	0.0	-0.3	-0.5
Change in accounts payable	2.2	-5.6	-0.5	0.5	0.5
Change in other working capital positions	14.1	27.5	-8.3	-0.5	4.5
Operating Cash-flow	76.9	79.9	53.0	38.1	48.9
Capex	-144.3	-87.3	-103.2	-305.0	-70.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	-3.9	0.0	0.0	-1.7
Income from asset disposals	0.0	0.0	0.0	0.0	0.0
Income from financial investments	0.0	0.0	0.0	0.0	0.0
Cash-flow from investing activities	-144.3	-91.2	-103.2	-305.0	-71.7
Free Cash-flow	-67.4	-11.4	-50.1	-266.9	-22.8
Capital measures	0.0	0.0	67.0	123.0	0.0
Increase/decrease in debt position	119.3	3.9	29.3	150.0	81.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0
Others	-4.0	-6.9	15.4	15.0	15.0
Dividend paid	-36.1	-36.1	-36.1	-37.9	-45.8
Cash-flow from financing activities	79.2	-39.1	75.6	250.1	50.2
Increase/ decrease in liquid assets	11.8	-50.5	25.5	-16.8	27.4
Effects of exchange rate changes	3.0	-16.8	0.0	0.0	0.0
Cash at beginning of period	94.2	109.0	41.7	67.2	50.3
Change in total cash and cash equivalents	14.8	-67.3	25.5	-16.8	27.4
Cash at end of period	109.0	41.7	67.2	50.3	77.8

Deutsche EuroShop AG – Financial ratios	;				
	2007	2008	2009e	2010e	2011e
Financial ratios					
EPS (in €)	2.74	2.00	0.94	1.17	1.52
Book value per share	25.04	25.03	25.63	24.35	24.54
Free Cash-flow per share (in €)	-1.96	-0.33	-1.39	-6.12	-0.52
Dividend per share( in €)	1.05	1.05	1.05	1.05	1.10
Evaluation ratios					
EV/Sales	16.7	14.7	13.4	14.7	19.0
EV/EBITDA	20.3	17.3	15.5	17.2	22.0
EV/EBIT	20.3	17.3	15.5	17.2	22.0
Price earning ratio (P/E)	8.6	12.1	25.3	20.3	15.6
Price to book (total equity)	0.9	1.0	0.9	1.0	1.0
Price Cash-flow ratio	-12.0	-73.6	-17.0	-3.9	-45.9
Price Earnings growth ratio (PEG)	17.1				
Dividend yield per share	4.5%	4.3%	4.4%	4.4%	4.6%
Profitability ratios					
EBITDA margin	82.0%	85.1%	86.7%	85.4%	86.2%
EBIT margin	82.0%	85.1%	86.7%	85.3%	86.2%
EBT margin	81.3%	75.4%	32.3%	43.1%	71.1%
Net return on sales	98.3%	59.7%	26.5%	36.2%	59.7%
Return on equity (ROE)	10.9%	8.0%	3.7%	4.8%	6.2%
Return on investments (ROI)	6.8%	5.8%	4.2%	4.7%	4.2%
Return on capital employed (ROCE)	4.2%	5.0%	5.3%	5.1%	3.9%
Productivity ratios					
Sales per employee (in thousand €)	15,960.3	19,223.8	21,272.1	23,466.7	18,715.9
EBIT per employee (in thousand €)	13,085.0	16,350.8	18,445.8	20,028.6	16,138.4
Number of employees (in thousand)	<0,1	<0,1	<0,1	<0,1	<0,1
Financial ratios					
Equity ratio	43.6%	42.9%	43.6%	44.0%	42.7%
Net financial debt (in m €)	787.0	858.1	861.9	1,028.7	1,082.3
Gearing	91.4%	99.7%	93.2%	96.9%	100.0%
dynamic debt ratio	-11.7	-75.6	-17.2	-3.9	-47.5
Asset structure	1341.3%	3696.1%	2606.9%	3770.7%	2693.8%
Working Capital (in m €)	48.9	0.1	30.9	24.3	36.3
Invest. (property/plant/equity) / Depreciation	9020.5	8733.1	5157.5	15251.0	3501.0
Others					
Sales CAGR (last 3 years)	16.0%	16.9%	11.2%	13.7%	-0.9%
EBIT CAGR (last 3 years)	16.4%	19.5%	8.6%	15.2%	-0.4%
Net income CAGR (last 3 years)	50.3%	24.4%	-30.4%	-18.5%	-0.9%
Pay out ratio	38.3%	52.4%	112.1%	89.9%	72.4%

Source: Company information, Bankhaus Lampe Research

## **Disclosures**

Shares are rated based upon analyst forecasts with regard to the performance of the share during a period of twelve months. The rating "Buy" within this general concept means that the share's forecast performance is at least 10%. "Hold" means a price movement in a bandwidth of 0% to 10%. "Sell" means that the share's forecast performance is negative. Unless shown otherwise, the stated upside targets are based upon either a discounted flow-cash pricing or upon a comparison of the performance ratios of companies that the respective analyst considers to be comparable, or upon a combination of these two analyses. Analysts modify the result of this fundamental assessment to incorporate the potential trend in the market mood.

Overview of our recommendations for the share in the previous twelve months.

Date of publication	Price at recommendation	Rating	Price Target
6.4.2009	21,50 €	Buy	28,00 €
8.5.2009	22,10 €	Buy	28,00 €
18.5.2009	21,86 €	Buy	28,00 €
25.5.2009	21,69 €	Buy	28,00 €
27.5.2009	22,28 €	Buy	28,00 €
7.8.2009	22,01 €	Buy	28,00 €
19.8.2009	21,09 €	Buy	26,00 €
1.9.2009	22,41 €	Buy	26,00 €
9.10.2009	24,01 €	Hold	26,00 €
6.11.2009	23,09 €	Buy	26,00 €
13.11.2009	24,16 €	Buy	27,00 €
27.1.2010	22,92 €	Buy	26,50 €
19.3.2010	23.45 €	Buy	26.50 €

The distribution of recommendations in our investments universe is currently as follows (date: 1/1/2010):

Rating	Basis: all analysed companies	Basis: companies with investmentbanking relationships
Buy	40.6%	25.0%
Hold	49.5%	50.0%
Sell	9.9%	25.0%
under review	0.0%	0.0%

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Company Disclosure

Deutsche EuroShop AG ---

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- 11. This financial analysis has been made accessible without the valuation part to issuer prior to publication and subsequently amended.
- 12. The present study of this company was carried out by Bankhaus Lampe KG on behalf of this company or a person close to the company.
- 13. Bankhaus Lampe KG acted as Lead-Manager in connection with the initial public offering of this company.
- 14. Bankhaus Lampe KG acted as Co-Lead-Manager in connection with the initial public offering of this company.
- 15. Bankhaus Lampe KG acted as Co-Manager in connection with the initial public offering of this company.
- 16. Bankhaus Lampe KG acted as Selling Agent in connection with the initial public offering of this company.
- 17. Bankhaus Lampe KG acted as Listing Partner in connection with the initial public offering of this company.

Responsible regulatory authority: Federal Financial Supervisory Authority – Bundesanstalt für Finanzdienstleistungsaufsicht (BaFin), Lurgiallee12, D-60439 Frankfurt

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Bankhaus Lampe KG, Jägerhofstraße 10, D-40479 Düsseldorf is responsible for this study.

26. März 2010 Frank Neumann, Analyst Telefon: (+49) 211/4952-637 Fax: (+49) 211/4952-494 frank.neumann@bankhaus-lampe.de

## **EQUITY SALES**

Justin Barnebeck Fon + 49 (0)211 4952-753 justin.barnebeck@bankhaus-lampe.de

André Gollmer Fon + 49 (0)211 4952-751 andre.gollmer@bankhaus-lampe.de

Ulrich Klingmüller, CEFA Fon + 49 (0)211 4952-784 ulrich.klingmueller@bankhaus-lampe.de

Peter Lohren Fon + 49 (0)211 4952-782 peter.lohren@bankhaus-lampe.de

Oliver Marx Fon + 49 (0)211 4952-178 oliver.marx@bankhaus-lampe.de

Marc Niemann Fon + 49 (0)211 4952-757 marc.niemann@bankhaus-lampe.de

Elmar Peters Fon + 49 (0)211 4952-640 elmar.peters@bankhaus-lampe.de

Carla dos Santos Reichert Fon + 49 (0)211 4952-786 carla.reichert@bankhaus-lampe.de

## **EQUITY SALES TRADING**

Matthias Rolke Fon + 49 (0)211 4952-755 matthias.rolke@bankhaus-lampe.de

## **OFFICE MANAGEMENT**

Nicole Juskowiak Fon + 49 (0)211 4952-607 nicole.juskowiak@bankhaus-lampe.de

Nicole Reckin Fon + 49 (0)211 4952-128 nicole.reckin@bankhaus-lampe.de

Elke Röhling-Kampmann Fon + 49 (0)211 4952-635 elke.roehling-kampmann@bankhauslampe.de

research@bankhaus-lampe.de Fax + 49(0)211 4952-494

## RESEARCH

Heiko Feber Fon + 49 (0)211 4952-413 heiko.feber@bankhaus-lampe.de

Marc Gabriel, CIIA, CEFA Fon + 49 (0)211 4952-313 marc.gabriel@bankhaus-lampe.de

Sebastian Hein, CIIA, CEFA Fon + 49 (0)211 4952-606 sebastian.hein@bankhaus-lampe.de

Leslie Iltgen, CEFA Fon + 49 (0)211 4952-289 leslie.iltgen@bankhaus-lampe.de

Christian Ludwig, CFA Fon + 49 (0)211 4952-126 christian.ludwig@bankhaus-lampe.de

Frank Neumann Fon + 49 (0)211 4952-637 frank.neumann@bankhaus-lampe.de

Christoph Schlienkamp, Investmentanalyst DVFA Fon + 49 (0)211 4952-311 christoph.schlienkamp@bankhauslampe.de

Gordon Schönell Fon + 49 (0)211 4952-455 gordon.schoenell@bankhaus-lampe.de

## BERLIN

Postfach 12 06 53 D-10596 Berlin Carmerstraße 13 D-10623 Berlin

Fon + 49 (0)30 319002-0 Fax + 49 (0)30 319002-324

## DRESDEN

Käthe-Kollwitz-Ufer 82 D-01309 Dresden

Fon + 49 (0)351 207815-0 Fax + 49 (0)351 207815-29

## MÜNCHEN

Postfach 10 09 31 D-80083 München Brienner Straße 29 D-80333 München

Fon + 49 (0)89 29035-600 Fax + 49 (0)89 29035-799

## ATLANTIC VERMÖGENS-VERWALTUNGSBANK

Othmarstraße 8 CH-8008 Zürich

Fon + 41 (0)44 26658-88 Fax + 41 (0)44 26658-97

## BIELEFELD

Postfach 10 03 91 D-33503 Bielefeld Alter Markt 3 D-33602 Bielefeld

Fon + 49 (0)521 582-0 Fax + 49 (0)521 175178

## DÜSSELDORF

Postfach 10 14 42 D-40005 Düsseldorf Jägerhofstraße 10 D-40479 Düsseldorf

Fon + 49 (0)211 4952-0 Fax + 49 (0)211 4912-202

## MÜNSTER

Domplatz 41 D-48143 Münster

Fon + 49 (0)251 41833-0 Fax + 49 (0)251 41833-50

# DALE INVESTMENT ADVISORS GMBH

Wollzeile 16/9 A-1010 Wien

Fon +43 (0)1 8903507-0 Fax +43 (0)1 8903507-50

## BONN

Heinrich-Brüning-Straße 16 D-53113 Bonn

Fon + 49 (0)228 850262-0 Fax + 49 (0)228 850262-99

## FRANKFURT/MAIN

Postfach 10 08 35 D-60008 Frankfurt/Main Freiherr-vom-Stein-Straße 65 D-60323 Frankfurt/Main

Fon + 49 (0)69 97119-0 Fax + 49 (0)69 97119-119

## OSNABRÜCK

Heger-Tor-Wall 24 D-49078 Osnabrück

Fon + 49 (0)541 580537-0 Fax + 49 (0)541 580537-99

## BERLIN

Postfach 12 06 53 D-10596 Berlin Carmerstraße 13 D-10623 Berlin

Fon + 49 (0)30 319002-0 Fax + 49 (0)30 319002-324

## **DRESDEN**

Käthe-Kollwitz-Ufer 82 D-01309 Dresden

Fon + 49 (0)351 207815-0 Fax + 49 (0)351 207815-29

## MÜNCHEN

Postfach 10 09 31 D-80083 München Brienner Straße 29 D-80333 München

Fon + 49 (0)89 29035-600 Fax + 49 (0)89 29035-799

## ATLANTIC VERMÖGENS-VERWALTUNGSBANK

Othmarstraße 8 CH-8008 Zürich

Fon + 41 (0)44 26658-88 Fax + 41 (0)44 26658-97