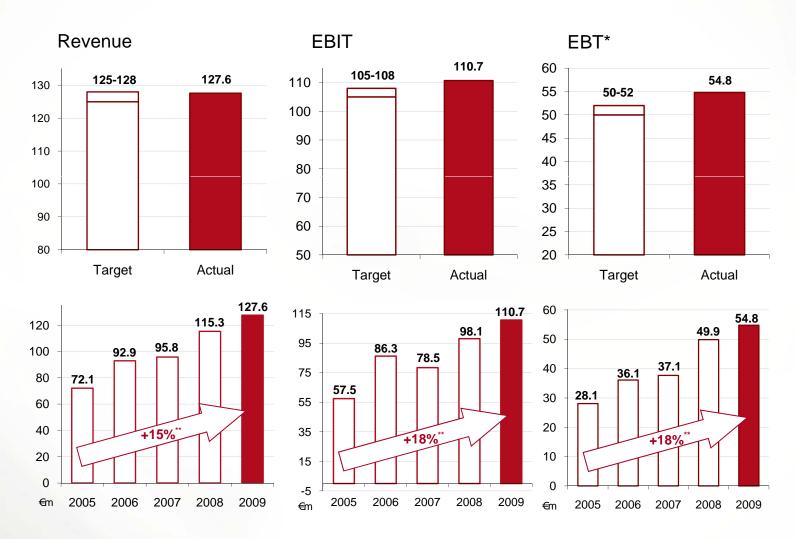


# THE EUROSHOPPER

Annual Earnings Conference Call FY 2009 results Hamburg, 30 April 2010

#### Target – Performance Comparison



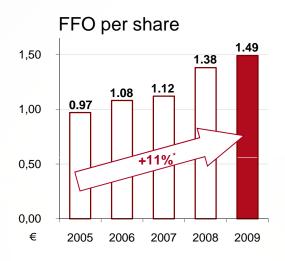


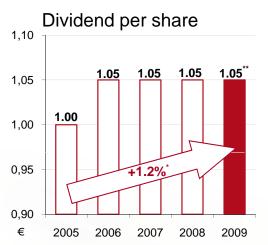
<sup>\*</sup> adjusted for one-time proceeds from disposals/excluding valuation result

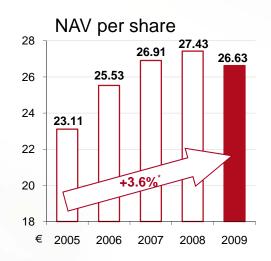
<sup>\*\* 2004-2009,</sup> Compound Annual Growth Rate (CAGR)

## **Key Figures**















## City-Point Kassel





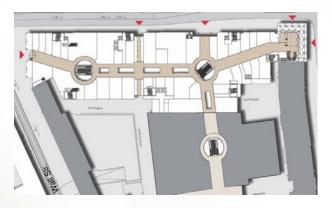


- Stake of DES raised from 40% to 90%
- Effective from 1 January 2009
- Seller: Arcandor AG
- €65 million total investment volume (incl. minorities)
- Net initial yield: 6.4%
- Redesign of 7.000m² selling area
- 8 new tenants



#### Altmarkt-Galerie Dresden







- Work on expansion is well underway
- Additional 32,000m² lettable area (currently: 44,500m²)
- 90 new shops
- DES participation 50%
- €165 million total investment volume
- Expected net initial yield: 5.6%
- Apr 2010 pre-letting status: approx. 75%
- opening planned for spring 2011



#### Main-Taunus-Zentrum



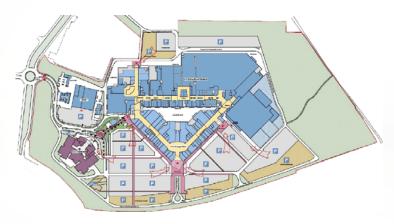




- Construction work for the expansion finally began
- Additional 12,000m² selling area (currently: 79,000m²)
- 70 new shops
- DES participation 43.1%
- €72 million total investment volume
- Expected net initial yield: 8.9%
- Jan 2010 pre-letting status: approx. 35%
- opening planned for autumn 2011



#### A10 Center





- Acquisition in January 2010
- grand opening: autumn 1996, new development (A10 Triangle): spring 2011
- approx. 120,000 sqm lettable space (incl. Triangle), thereof 66,000 sqm retail space
- Total investment: approx. €265 million (incl. Triangle)
- 43% equity, 57% debt
- expected annualised rents from 2011
   €19.4 million
- expected gross yield (incl. Triangle): 7.3%
- expected net initial yield (NOI, incl. Triangle): 6.5%



#### Performance 2009:

DES: +2.1%

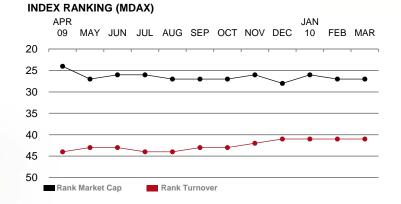
MDAX: +34.0% EPRA: +35.1%

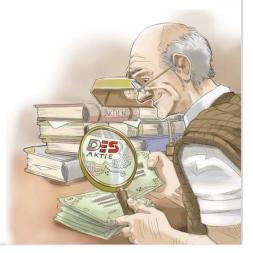
#### TREND OF SHARE (INDEXED)



## Index ranking MDAX March 2009:

27. (Market Cap) 41. (Turnover)





#### Retail turnover 2009\*



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

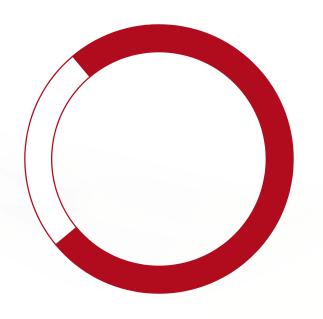
<sup>\*</sup>all German DES centers on a like-for-like basis (10 centers with a 2009 turnover of €1.5 billion)



## Tenants Structure Top 10 tenants\*



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



Low level of dependence on the top 10 tenants

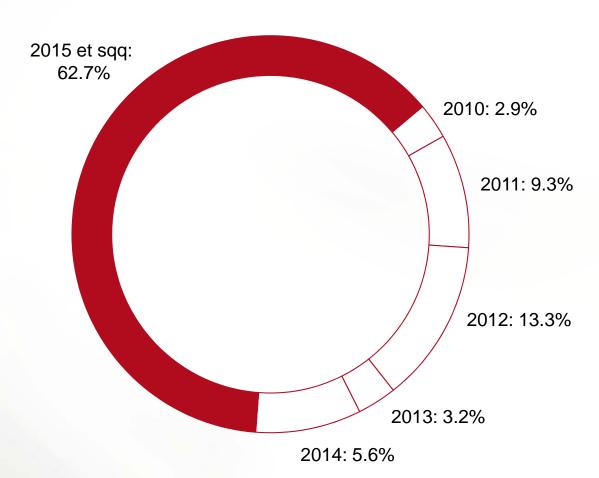
Other tenants

total 75.1%

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

#### Maturity Distribution of Rental Contracts\*





Long-term contracts guarantee rental income

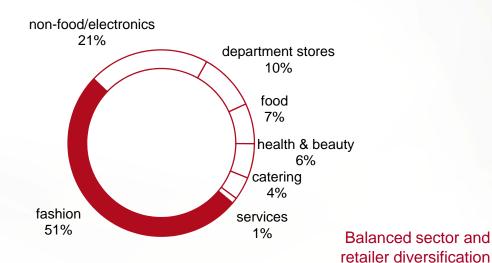
Weighted maturity **6.7 years** 



<sup>\*</sup>as % of rental income as at 31 Dec 2009, excluding A10 and extensions

#### Sector and Retailer Mix\*









26%





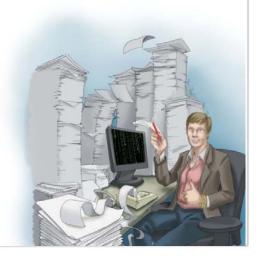






	01.01	01.01	
€million	31.12.2009	31.12.2008	+/-
Revenue	127.6	115.3	11%
Net operating income	114.5	102.3	12%
EBIT	110.7	98.1	13%
Net finance costs	-55.9	-49.4	13%
Valuation result	-14.8	38.3	-139%
EBT	40.1	87.0	-54%
Consolidated profit	34.4	68.9	-50%
FFO per share (€)	1.49	1.38	8%
Earnings per share (€)	0.93	1.96	-53%

€million	31.12.2009	31.12.2008	+/-
Total equity	1,044.4	977.8	7%
Interest bearing debt	934.2	899.8	4%
Other debt	48.0	47.0	2%
Total assets	2,112.1	2,006.8	5%
Equity ratio	49.5%	48.7%	
LTV ratio	46.0%	46.0%	







31.12.2009	31.12.2008	+/-
2,020,204	1,953,984	66,220
91,941	52,865	39,076
2,112,145	2,006,849	105,296
921,325	860,450	60,875
123,035	117,320	5,715
1,044,360	977,770	66,590
934,195	899,808	34,387
85,600	82,313	3,287
47,990	46,958	1,032
2,112,145	2,006,849	105,296
	2,020,204  91,941  2,112,145  921,325  123,035  1,044,360  934,195  85,600  47,990	2,020,204       1,953,984         91,941       52,865         2,112,145       2,006,849         921,325       860,450         123,035       117,320         1,044,360       977,770         934,195       899,808         85,600       82,313         47,990       46,958



## Loan Structure\*



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

bank debt: €929 million

avg. interest rate 5.27%

Weighted maturity 7.1 years

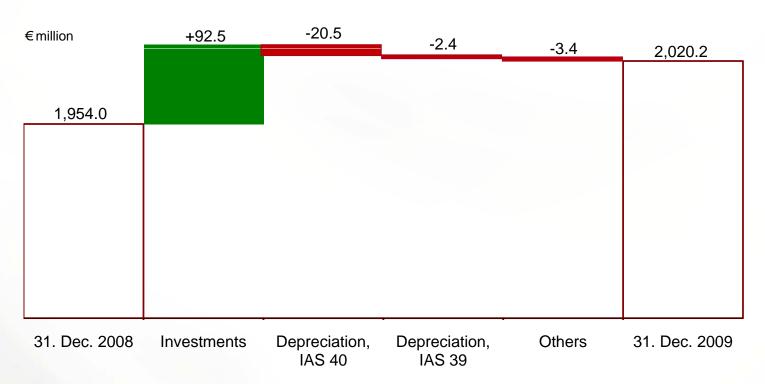


<sup>\*</sup>as of 31 December 2009



#### Reconciliation of Long term Assets 2009

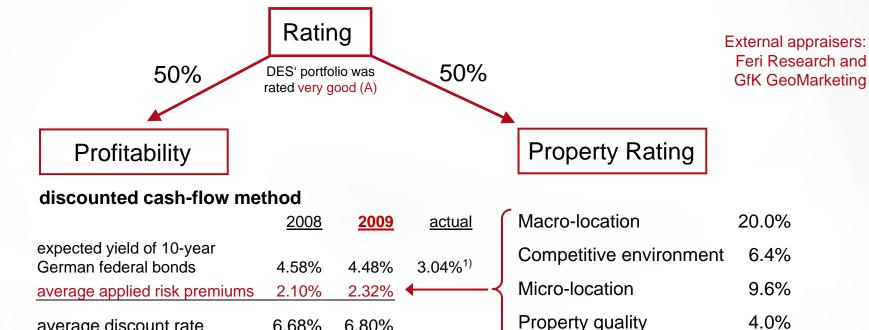
- avg. investment rating A (very good) unchanged
- avg. cap rate increased to 6.80% (2008: 6.68%)
- avg. net initial yield 5.82% (2008: 5.64%)



#### Valuation – Investment Properties



10.0%



6.80%

5.82%

 $1.70\% + 1.10\%^{2}$ 

6.68%

1.70%

5.64%

13.10% 11.40%

net initial yield

average discount rate

average inflation rate

average property operating and management costs

Tenants risk

<sup>1)</sup> Status: 26 April 2010

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



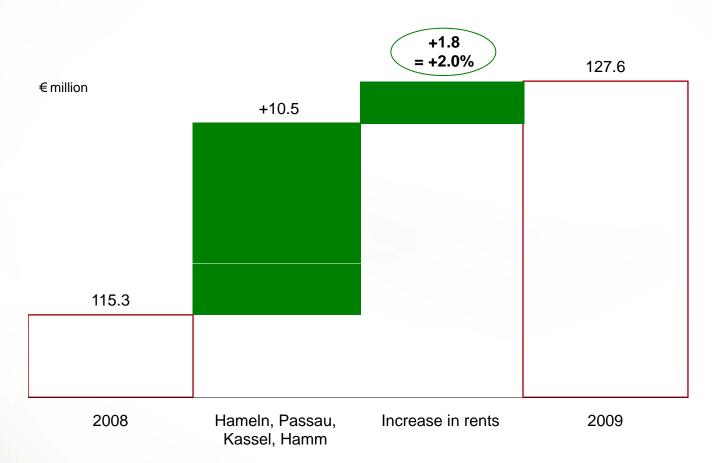


in € thousand	01.01 31.12.2009	01.01 31.12.2008	+/-
Revenue	127,563	115,343	11%
Property operating and management costs	-13,024	-12,994	
Net operating income	114,539	102,349	12%
Other operating income	916	756	
Corporate costs	-4,748	-5,000	
EBIT	110,707	98,105	13%
Income from Investments	1,455	1,715	
Net interest expense	-49,006	-43,709	
At equity valuation	-141	-1,255	
Profit attributable to limited partners	-8,164	-6,191	
Net finance costs	-55,856	-49,440	-13%
Measurement gains/losses	-14,772	38,326	
ЕВТ	40,079	86,991	-54%
Taxes	-5,711	-18,118	



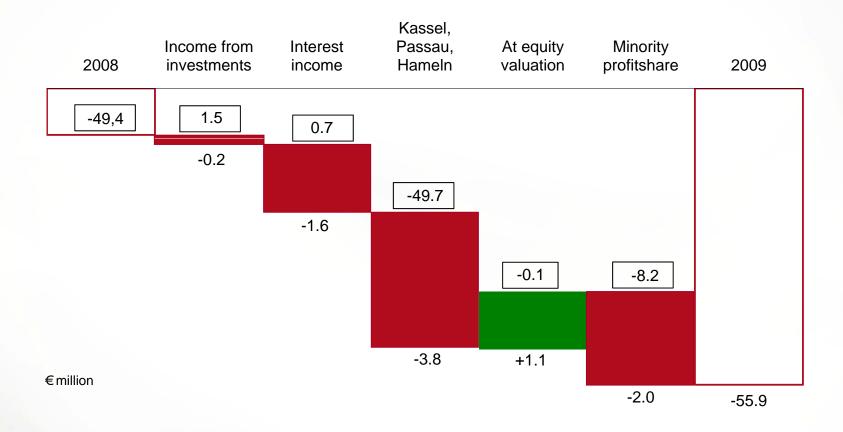
## Revenue Bridge 2009





## Net Finance Cost Bridge 2009









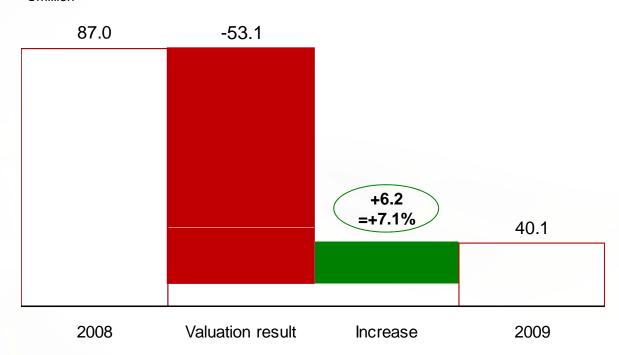
€million	2009	2008	+/-
Initial valuation	0.0	12.0	
Revaluation	-20.5	54.3	
Currency gains / losses	0.4	-16.3	
IFRS 3	6.0	0.9	
Other	0.1	-0.9	
Minority interest	-0.8	-11.7	
Valuation result before taxes	-14.8	38.3	-53.1
Deferred taxes	3.0	-7.3	
Valuation result after taxes (Attributable to Group shareholders)	-11.8	31.0	-42.8



## **EBT** Bridge



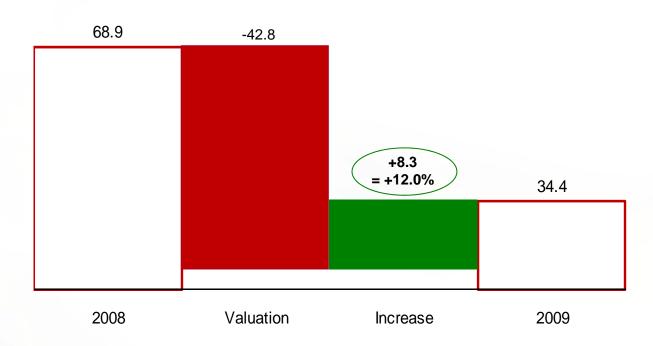
€million







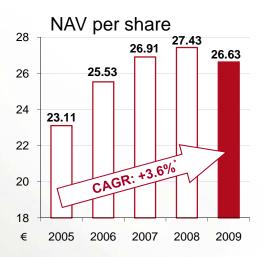
€million







in €thousand	2009		2008	
	total	per share	total	per share
Equity	921,325	24.37 €	860,450	25.03 €
plus deferred taxes	85,600	2.26 €	82,313	2.39 €
Net asset value of Deutsche EuroShop	1,006,925	26.63 €	942,763	27.42 €
Number of shares	37,812,496		34,374,998	

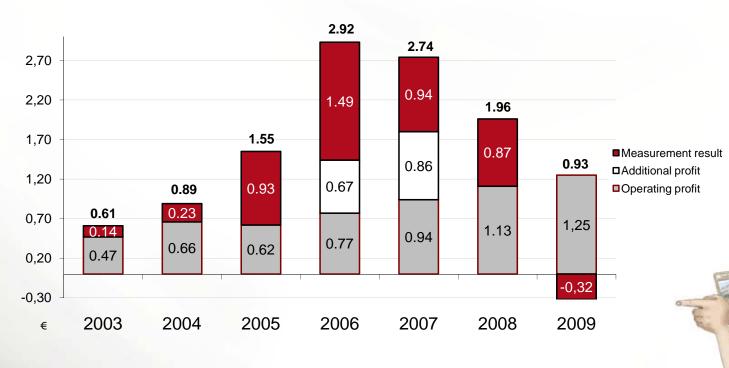




## Earnings per Share

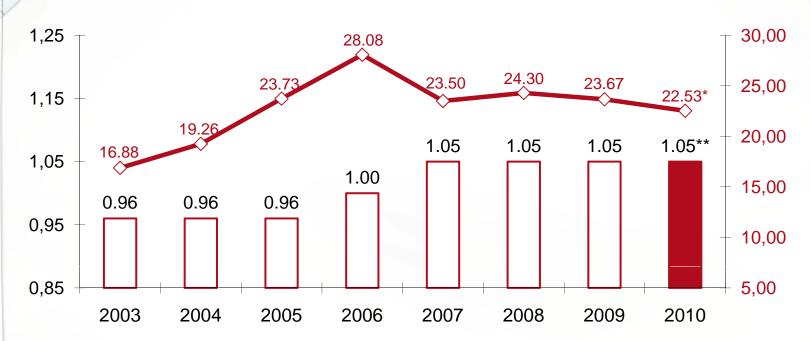


		2009	2008
Issued shares (31 Dec)		37,812,496	34,374,998
Average number of shares		36,799,402	35,088,250
Consolidated net profit attributable to Group shareholders	T€	34,367	68,872
Earnings per share	€	0.93	1.96



#### Dividend & Performance





#### **Performance**

DES: DAX:

5 years: +51.3% = +8.6% p.a. +7.0% p.a.

3 years: -4.2% = -1.4% p.a. -3.3% p.a.

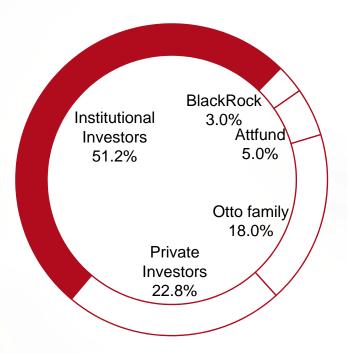
1 year (2009): +1.7% +23.9%

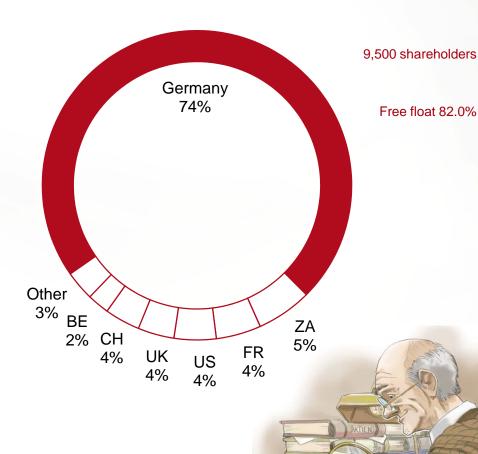


<sup>\*</sup>Status: 29 April 2010/\*\*proposal

#### Shareholder Structure\*







\*Status: 29 April 2010

#### Outlook



- Consumer spending stagnates but still on a sufficient level
- Write-downs remain at a very low level (0.4%), the vacancy rate rests stable under 1% (retail 0%), YTD no changes
- Further shopping center acquisitions more likely due to a solid financial basis
- Positive view on the transaction market
- Debt financing possible at acceptable margins
- Extensions of Altmarkt-Galerie Dresden and Main-Taunus-Zentrum according to budget
- First investment in 2010 executed: A10 Center (€265 million investment volume, YTD €210 million)
- Good start into 2010







€million	01.01 31.03.2010	01.01 31.03.2009	+/-
Revenue	34.6	31.8	9%
Net operating income	30.9	27.9	11%
EBIT	30.1	27.1	11%
Net finance costs	-13.0	-12.6	3%
Valuation result	0.0	16.8	-100%
EBT	15.4	29.6	-48%
Consolidated profit	12.8	24.4	-47%
FFO per share (€)	0.37	0.35	6%
Earnings per share (€)	0.31	0.66	-53%

€million	31.03.2010	31.12.2009	+/-
Total equity	1,181.1	1,044.4	13%
Interest bearing debt	1,055.1	934.2	13%
Other debt	48.6	48.0	1%
Total assets	2,372.0	2,112.1	12%
Equity ratio	49.8%	49.5%	
LTV ratio	47.2%	46.0%	

<sup>\*</sup>Preliminary results



#### Forecast



**CAGR** 

+13%

**CAGR** 

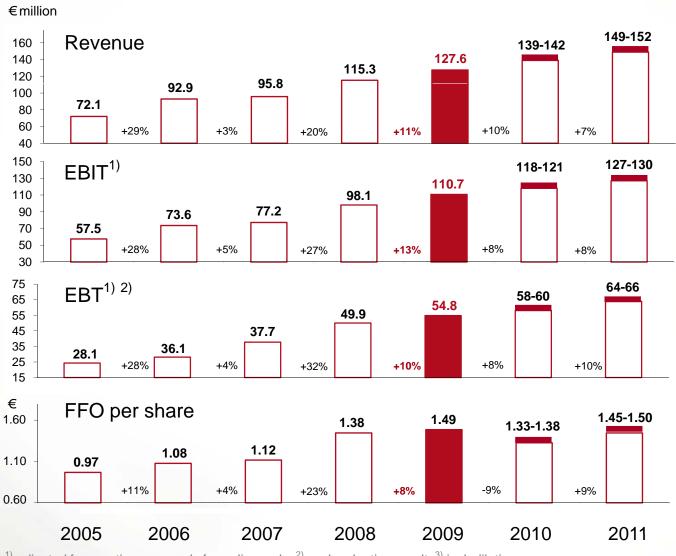
+14%

**CAGR** 

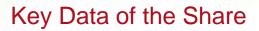
+15%

**CAGR** 

+7%3)



<sup>1)</sup> adjusted for one-time proceeds from disposals 2) excl. valuation result 3) incl. dilution





Listed since	02.01.2001
Nominal capital	€44,114,578.00
Outstanding shares	44,114,578
Class of shares	Registered shares
Dividend 2009 (18.06.2010)	€1.05*
52W High	€25.34
52W Low	€20.10
Share price (28.04.2010)	€22.53
Market capitalisation	€0,9 billion
avg. turnover per day last 12 months	113,000 shares
Indices	MDAX, EPRA, GPR, MSCI Small Cap
Official market	Prime Standard Frankfurt and XETRA Berlin-Bremen, Dusseldorf, Hamburg,
OTC market	Hanover, Munich and Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQGn.DE
Market makers	Close Brothers Seydler, WestLB





#### Financial Calendar 2010

30.04.	Annual earnings press conference, Hamburg
03.05.	Roadshow Zurich, UBS
05.05.	Roadshow Helsinki, equinet
06.05.	M.M. Warburg Northern Highlights Conference, Hamburg
12.05.	Interim report Q1 2010
26.05.	Kempen & Co European Property Seminar, Amsterdam
27.05.	Société Générale European Mid and Small Caps Conference, Nice
09.06.	Metzler Property Day, Frankfurt
10.06.	Morgan Stanley European Property Conference, London
17.06.	Annual General Meeting, Hamburg
30.06.	Roadshow Luxembourg, DZ Bank
06.07.	Roadshow Copenhagen, UniCredit
12.08.	Interim report H1 2010
1619.08.	Roadshow USA, Berenberg
16.08.	Roadshow London, UniCredit
16.08.	Roadshow London, UniCredit
17.08.	Roadshow Dublin, UniCredit
1819.08.	Bankhaus Lampe Conference for Retail and Consumption, Frankfurt
0203.09.	EPRA Annual Conference, Amsterdam
21.09.	UniCredit German Investment Conference, Munich
0406.10.	Expo Real, Munich
12.10.	Roadshow Amsterdam, Rabo
19.10.	Real Share Initiative, Frankfurt
11.11.	Interim report 9M 2010
12.11.	Roadshow Brussels, WestLB



Roadshow Zurich, Deutsche Bank

16.11.

#### Appendix I Contact



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Many factors could cause the actual results to be materially different from those that may be expressed or implied by such statements.

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Claus-Matthias Böge Chief Executive Officer





Patrick Kiss Head of Investor & Public Relations



