



DES

Deutsche EuroShop

Eat. Shop. Laugh.

**Conference Call
Quarterly Statement 9M 2024**

15 November 2024

Update on Business Activities 9M 2024 – Summary

Business Development

- **Positive development** of operational business
- **Increase of footfall** (+0.2%) **and retail sales** (+1.9%) compared to 9M 2023
- **Revenue** €200.0 m (-1.6%), **EBIT** €162.8 m (+4.7%)
- **FFO** €119.7 m (-7.7%)
- **Investment projects** at several locations successfully completed – on time and on budget
 - A10 Center
 - Rhein-Neckar-Zentrum
 - Stadt-Galerie Hameln
 - City-Galerie Wolfsburg
 - Main-Taunus-Zentrum (Food Garden) to follow in spring 2025



Update on Business Activities 9M 2024 – Summary

Financing and Liquidity

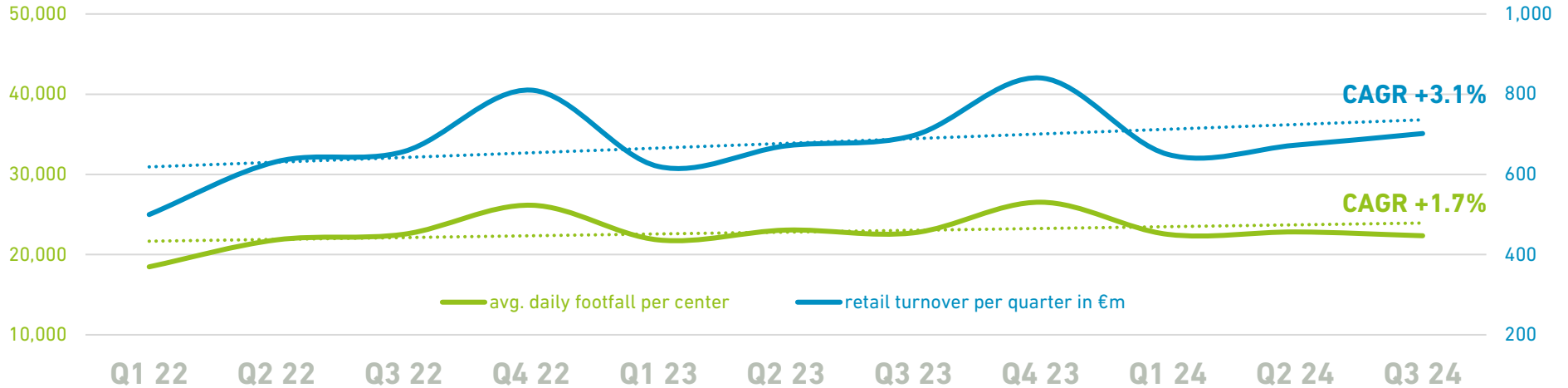
- **Dividend** of €2.60 per share (paid on 3 September 2024)
- **LTV** of 39.9% and **solid cash position** of €198.7 m (after €198.8 m dividend in September)
- **Steady funding situation** with long-term financing partners
- Larger **refinancings only from 2026** onwards
- **Share buyback program:**
Up to €15.0 m or 750,000 shares until 20 December 2024

Status as of 8 November 2024:

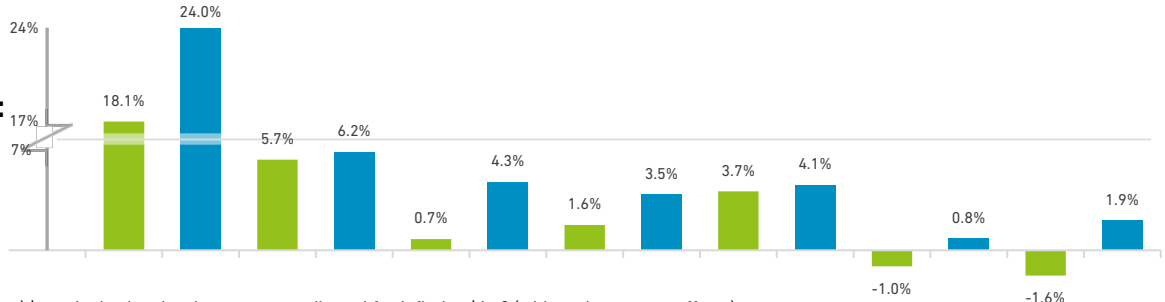
- 639,829 shares acquired
- €20.99 average price
- €13.4 m purchased volume



Development of Retail Turnover¹ and Footfall



Compared to the same quarter of the previous year:



¹ Source: ECE | the data only refer to the DES portfolio (incl. international centers) | nominal sales development, not adjusted for inflation | in € (with exchange rate effects)

Retail Turnover 9M 2024¹

RETAIL SECTOR	% change in 2024	occupancy cost ratio (OCR) in %	% of sales	% of space
Food/Supermarkets/Discounter	+2.6	8.5	11.3	8.5
Fashion Textiles	+2.4	14.7	29.8	44.7
Shoes & Leather Goods	+5.8	15.7	3.8	4.3
Sports	+1.2	13.8	5.0	6.7
Health & Beauty	+6.2	9.0	16.7	9.1
General Retail (incl. Department Stores)	+4.3	13.9	10.1	12.0
Electronics	-3.7	4.7	13.2	7.5
Services	-0.5	8.7	4.1	2.2
Food Catering	-1.3	15.6	6.0	5.0
TOTAL	+2.1	11.4	100²	100²

Germany Abroad Total

→ Retail turnover development on a **like-for-like** basis: +2.1% -1.3% +1.3%

→ **Absolute** retail turnover development: +2.7% -0.8% +1.9%

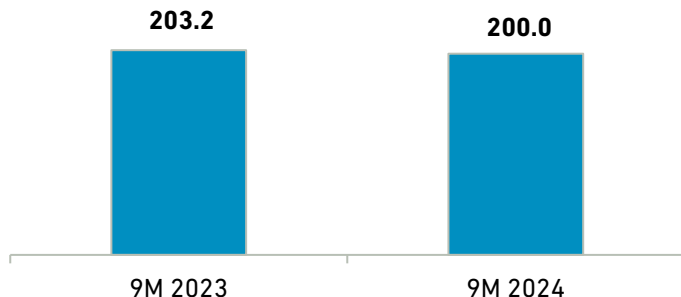
¹ German centers on a like-for-like basis (estimated turnover 2024: €1.9 billion) | ² The sum may not equal the totals due to rounding

Revenues – Slight Decrease in Line with Plan

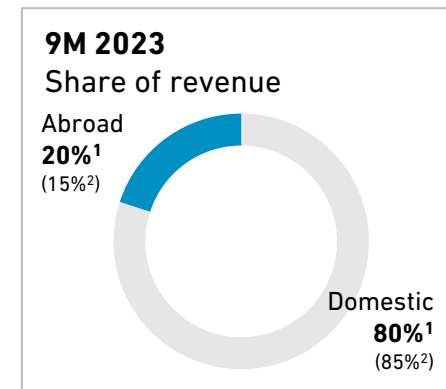
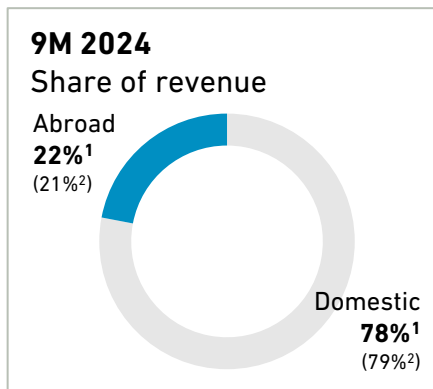
Revenue
in € million



-1.6%



- Revenues decreased by €3.2m to €200.0m (-1.6%)
- Essentially due to
 - temporary vacancies resulting from investment measures in the portfolio
 - lower turnover rents and settlement payments
 - some cases of lower follow-on rents



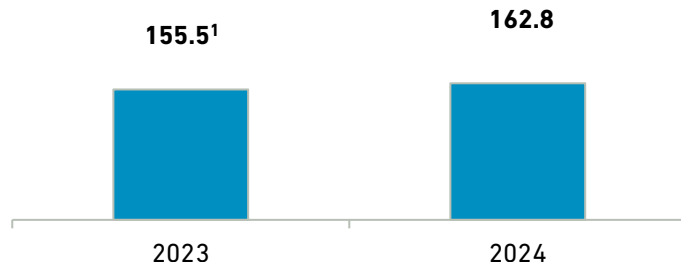
1 "Look through" (calculated on the basis of the group share) | 2 Consolidated

EBIT above previous Year

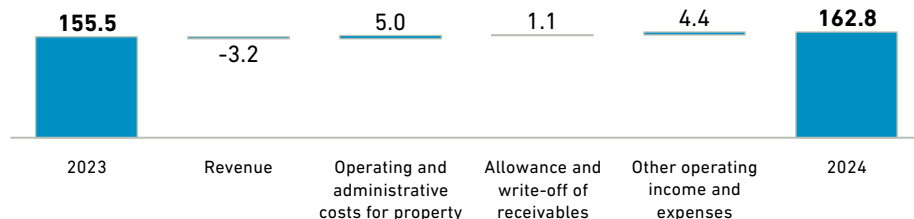
EBIT
in € million



+4.7%



EBIT bridge 2023
in € million



- EBIT above previous year +4.7% (€+7.3m) driven mainly by the impact on earnings from the change in the scope of consolidation in the prior year
- Operating and administrative costs for property declined, mainly due to higher maintenance expenses in the prior-year period, as well as optimisations to costs for center marketing

in € thousand	01.01. – 30.09.2024	01.01. – 30.09.2023 ¹
Revenue	199,964	203,172
Operating and administrative costs for property	-31,055	-36,047
Allowance and write-off of receivables	-5,816	-6,896
NOI	163,093	160,229
Other operating income	6,716	29,563
Other operating expenses	-7,010	-34,286
EBIT	162,799	155,506

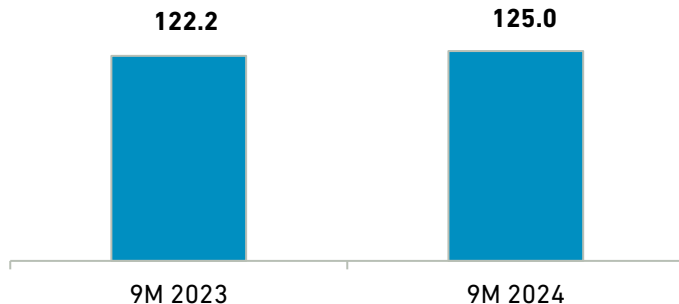
¹ Income and expenses from the change in the scope of consolidation were reported in the interim report as at 30 September 2023 under measurement gains / losses – in contrast to 31 December 2023, when they were reported under other operating income and expenses. Furthermore, in deviation from 31 December 2023, no deferred taxes were recognised as part of the initial consolidation. The previous year's figures have been adjusted to the year-end figures, taking deferred taxes into account.

EBT¹ – Slightly Increased

EBT¹
in € million



+2.3%



- EBT (excl. valuation) above previous year +2.3% (€+2.8m)
- Increase in EBIT partly offset by lower financial result due to loan increases (€-4.5m)

in € thousand	01.01. – 30.09.2024	01.01. – 30.09.2023 ²
EBIT	162.799	155.506
Financial result¹	-37.839	-33.310
EBT¹	124.960	122.196

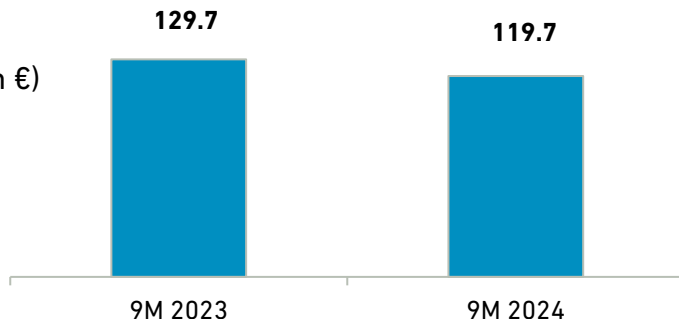
¹ Excluding valuation | ² Income and expenses from the change in the scope of consolidation have been reported in the Interim Financial Report as at 30 September 2023 in measurement gains / losses – in contrast to 31 December 2023, when they were reported under other operating income and expenses. Furthermore, in deviation from 31 December 2023, no deferred taxes were recognised as part of the initial consolidation. The previous year's figures have been adjusted to the year-end figures

Funds From Operations (FFO) – Lower due to one-off Effects in the Previous Year

FFO
in € million
(per share in €)



-7.7%



Funds From Operations (FFO)

are used to finance the distribution of dividends, scheduled repayments on our long-term bank loans and ongoing investments in portfolio properties.

- FFO decreased from €129.7m to €119.7m due to
 - higher other income from additional payments with respect to ancillary costs in the prior year
 - lower financial result
- FFO per share decreased from €1.74 to €1.57

Funds From Operations

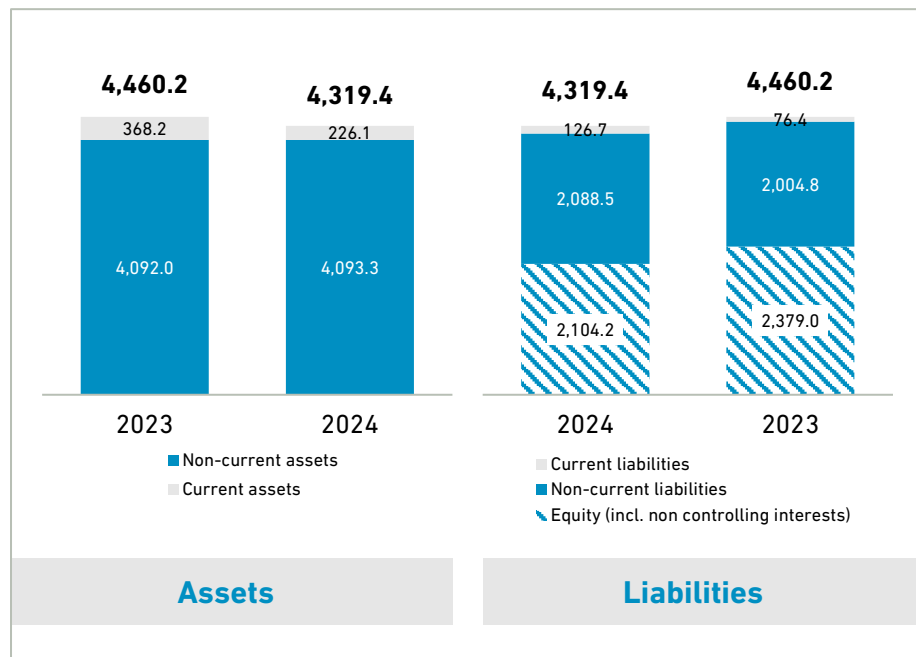
	01.01. – 30.09.2024		01.01. – 30.09.2023	
	in € thousand	per share in €	in € thousand	per share in €
Consolidated profit	82,457	1.08	68,190	0.91
Valuation investment properties ¹	26,662	0.35	46,826	0.63
Income and expenses from changes in the scope of consolidation	0	0.00	8,333	0.11
Deferred taxes	10,532	0.14	6,329	0.09
FFO	119,651	1.57	129,678	1.74
Weighted number of no-par-value shares issued	76,186,237		74,689,725	

¹ Including the share attributable to equity-accounted joint ventures and associates

Balance Sheet – Solid and Robust Structure

Balance sheet structure

in € million



- LTV 39.9% (EPRA LTV 42.0%³) higher due to loan increases and dividend distributions
- Equity ratio decreased from 53.3% to 48.7%
- Group liquidity: €198.7m (€-137.4m)

Balance sheet as at 30 September 2024

in € thousand	30.09.2024	31.12.2023	Change
Non-current assets	4,093,273	4,091,953	1,320
Cash and cash equivalents	198,686	336,071	-137,385
Other current assets	27,475	32,173	-4,698
Total assets	4,319,434	4,460,197	-140,763
Equity	1,847,002	2,119,667	-272,665
Non-controlling interests of limited partners	257,265	259,380	-2,115
Equity (including minority interest)	2,104,267	2,379,047	-274,780
Financial liabilities	1,812,520	1,677,600	134,920
Deferred taxes	342,766	331,918	10,848
Other liabilities	59,881	71,632	-11,751
Total equity and liabilities	4,319,434	4,460,197	-140,763
Equity ratio in % ¹	48.7%	53.3%	
LTV ratio in % ²	39.9%	33.2%	
EPRA LTV in % ³	42.0%	34.8%	

1 Including third-party interest in equity | 2 Ratio of net financial liabilities (financial liabilities less cash and cash equivalents) to non-current assets (investment properties and investments accounted for using the equity method) | 3 Ratio of net debt (financial liabilities and lease liabilities less cash and cash equivalents) to property assets calculated on the basis of the Group's share in the subsidiaries and joint ventures.

Financing Structure¹

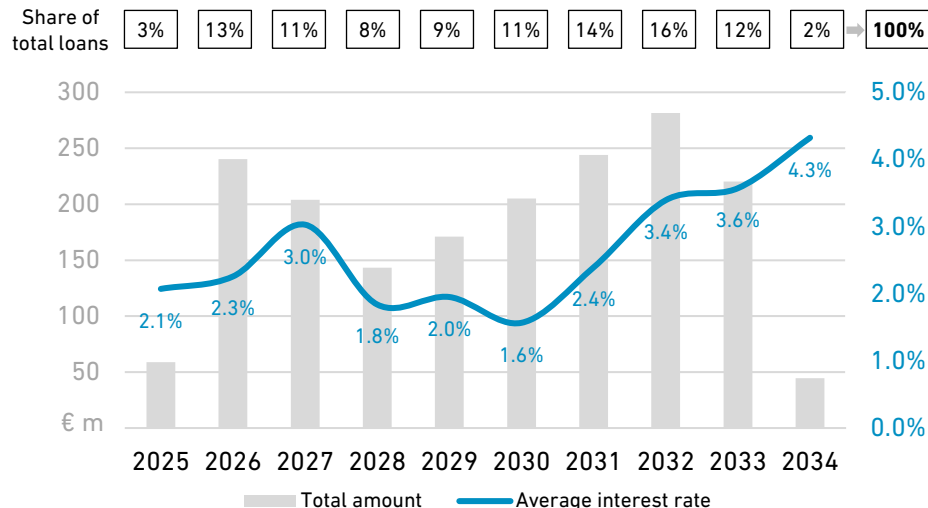


Key credit metrics

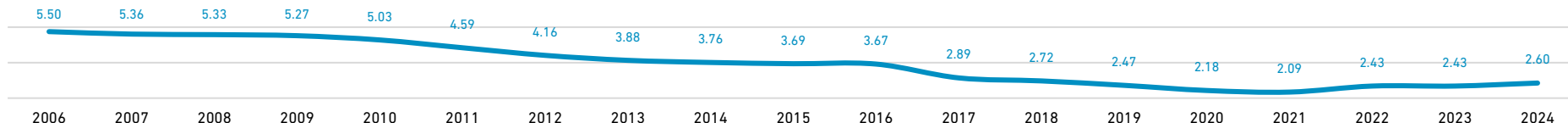
Total debt €1,813m	Average interest rate 2.60%	Weighted maturity 5.4 years
LTV 39.9%	Net debt/EBITDA 7.3x	EBITDA/interest 5.2x

- Long-term diversified financing structure at low average interest costs
- Strong and sustainable investment-grade credit metrics
- Steady funding situation with 20 long-term financing partners
- Larger refinancings only from 2026 onwards

Loan maturity profile



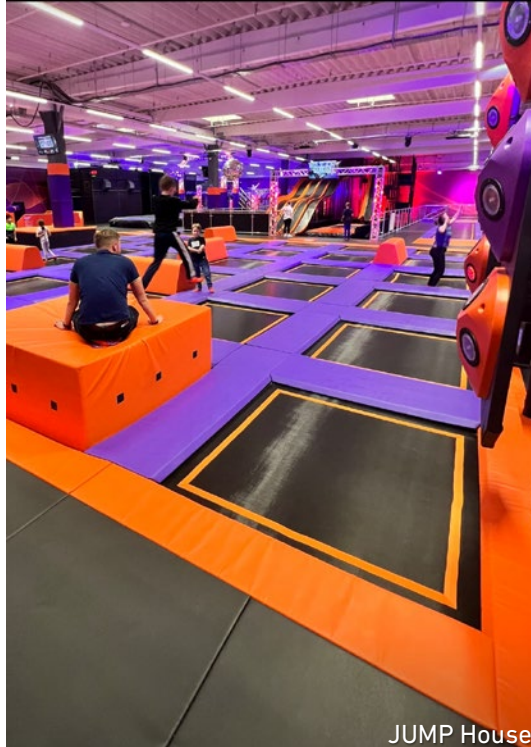
Development of the annual average interest rate



¹ As of 30 September 2024, last twelve months (LTM) for Net debt/EBITDA and EBITDA/interest

Rhein-Neckar-Zentrum: Retailtainment & Casual Dining

- **L'Osteria**, pizza and pasta in a modern, free-standing restaurant building with attractive outdoor terraces (opened in 02/24)
- Three new tenants moved into the property of a former DIY store:
 - **B.O.C.**, a specialist bicycle retailer (opened in 04/24)
 - **JUMP House**, an adventure concept (opened in 09/24)
 - **Gate99**, a dark light minigolf and escape room experience (opening soon)



Stadt-Galerie Hameln: New Promising Tenants

- **Action** (non-food discount store) and **Netto** (supermarket) opened in 10/24 on the site of the former **Real** hypermarket



A10 Center: New Promising Tenants

- **TK Maxx** (clothing and homeware, opened in 09/24) and **Media Markt** (consumer electronics, opened in 10/24) as complementary neighbours for the successful **Kaufland**



Main-Taunus-Zentrum: Food Garden

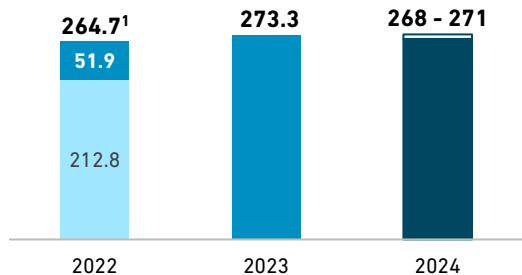
- Major investment in the DES portfolio
- Approx. €28 m total investment for the strategic advancement of the center
- Very high sustainability standards
- Completely pre-let, high-quality tenant structure: Alex, L'Osteria, The Ash, and others
- Opening planned for spring 2025



Forecast

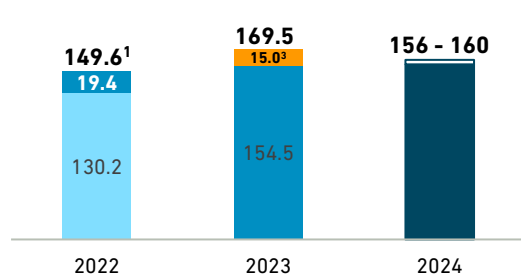
REVENUE

€m



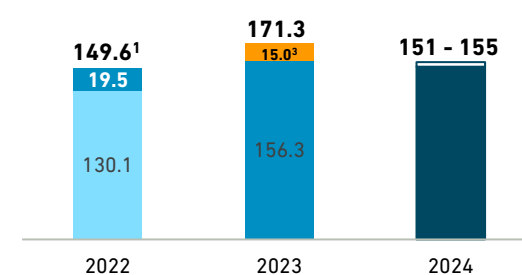
EBT EXCL. VALUATION

€m



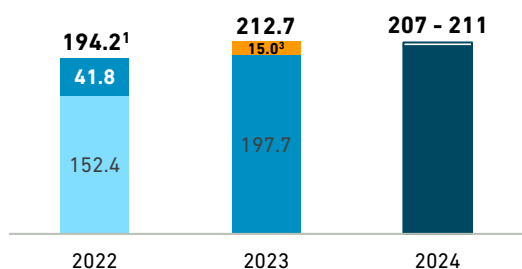
FFO

€m



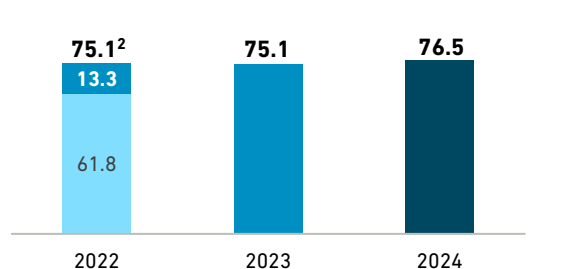
EBIT

€m



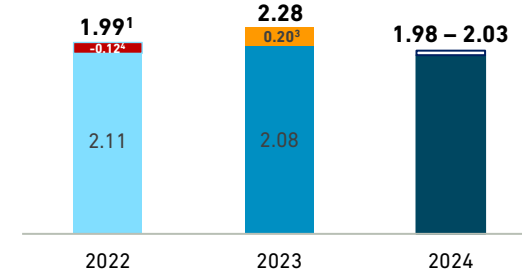
NUMBER OF SHARES

mn



FFO PER SHARE

€



¹ Pro forma | ² For the purpose of improving comparability, the same weighted number of no-par value shares issued was used in the disclosure of consolidated key figures per share for 2022

³ One-off effect on other operating income in the amount of around € 15 million or €0.20 per share (excl. taxes) | ⁴ Pro forma dilution | ⁵ Calculated with the weighted number of shares (w/o treasury shares) as of 30 Sep. 2024

Key Data of the Share

Listed since	02.01.2001
Nominal capital	€76,464,319.00
Outstanding shares	76,464,319
Class of shares	Registered shares
Number of treasury shares (8 November 2024)	639,829
Dividend for 2023 (paid on 3 September 2024)	€2.60
52W High	€27.45
52W Low	€17.98
Share price (8 November 2024)	€20.10
Market capitalization	€1.54 billion
Avg. turnover per day last 12 months (XETRA)	17,046 shares
Indices	SDAX, CDAX, EPRA, HASPAX, Prime All Share Index, Classic All Share Index
Official market	Prime Standard Frankfurt and XETRA
OTC market	Berlin, Dusseldorf, Hamburg, Hanover, Munich and Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQn.DE
Market maker	Baader Bank



Financial Calendar

2024

14.11. Quarterly Statement 9M 2024

21.11. CIC Forum by Market Solutions (virtual)

2025

22.01. Kepler Cheuvreux German Corporate Conference, Frankfurt

18.03. Preliminary Results FY 2024

20.03. Bank of America EMEA Real Estate CEO Conference, London

29.04. Publication of the Annual Report 2024

14.05. Quarterly Statement 3M 2025

27.06. Annual General Meeting, Hamburg

14.08. Half-year Financial Report 2025

22.09. Berenberg and Goldman Sachs German Corp. Conference, Munich

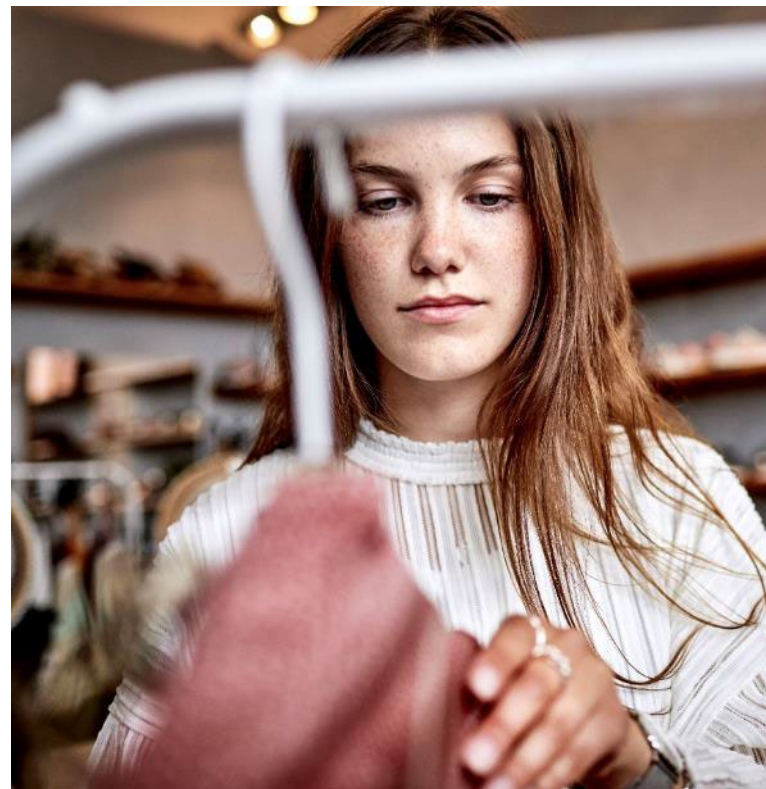
23.09. Baader Investment Conference, Munich

13.11. Quarterly Statement 9M 2025



Consolidated Income Statement 9M 2024

€ thousand	01.01. – 30.09.2024	01.01. – 30.09.2023 ¹
Revenue	199,964	203,172
Property operating costs	-19,979	-25,486
Property management costs	-11,076	-10,561
Write-downs and disposals of financial assets	-5,816	-6,896
Net operating income (NOI)	163,093	160,229
Other operating income	6,716	29,563
Other operating expenses	-7,010	-34,286
EBIT	162,799	155,506
Share in the profit or loss of associates and joint ventures accounted for using the equity method	11,591	7,607
Interest expense	-35,798	-32,328
Profit / loss attributable to limited partners	-10,920	-112,293
Other financial expense	-1,876	0
Interest income	4,022	3,756
Financial gains/losses	-32,981	-32,258
Measurement gains/losses	-31,695	-47,695
EBT	98,123	75,283
Taxes on income and earnings	-15,666	-7,093
Consolidated profit	82,457	68,190
Earnings per share (€)	1.08	0.91



¹ Income and expenses from the change in the scope of consolidation were reported in the interim report as at 30 September 2023 in measurement gains / losses – in contrast to 31 December 2023, when they were reported under other operating income and expenses. Furthermore, in deviation from 31 December 2023, no deferred taxes were Recognised as part of the initial consolidation. The previous year's figures have been adjusted to the year-end figures, taking deferred taxes into account.

Consolidated Balance Sheet 9M 2024

€ thousand	30.09.2024	31.12.2023
ASSETS		
Non-current assets		
Intangible assets	51,734	51,742
Property, plant and equipment	420	449
Investment properties	3,943,021	3,947,021
Investments accounted for using the equity method	98,098	92,741
Total Non-current assets	4,093,273	4,091,953
Current assets		
Trade receivables	10,857	13,419
Other current assets	16,618	18,754
Cash and cash equivalents	198,686	336,071
Total Current assets	226,161	368,244
TOTAL ASSETS	4,319,434	4,460,197

€ thousand	30.09.2024	31.12.2023
LIABILITIES		
Equity and reserves		
Subscribed capital	76,464	76,464
Capital reserves	793,943	793,943
Retained earnings	977,135	1,249,269
Treasury shares	-540	-9
Total equity	1,847,002	2,119,667
Non-current liabilities		
Financial liabilities	1,741,727	1,665,679
Deferred tax liabilities	342,766	331,918
Liabilities from limited partner contributions of non-controlling interests		259,380
Other liabilities	257,265	
Total Non-current liabilities	2,345,695	2,264,103
Current liabilities		
Financial liabilities	70,793	11,921
Trade payables	9,619	10,635
Tax liabilities	16,454	19,891
Other provisions	9,349	14,459
Other liabilities	20,522	19,521
Total Current liabilities	126,737	76,427
TOTAL EQUITY AND LIABILITIES	4,319,434	4,460,197

Contact

Deutsche EuroShop AG Investor & Public Relations

Heegbarg 36
22391 Hamburg








Tel. +49 (40) 41 35 79 – 20/– 22

Fax +49 (40) 41 35 79 – 29

E-Mail: ir@deutsche-euroshop.com

Web: www.deutsche-euroshop.com



-  [instagram.com/deutscheeuroshop](https://www.instagram.com/deutscheeuroshop)
-  [youtube.com/DeutscheEuroShop](https://www.youtube.com/DeutscheEuroShop)
-  [facebook.com/euroshop](https://www.facebook.com/euroshop)
-  [slideshare.net/desag](https://www.slideshare.net/desag)
-  twitter.com/des_ag
-  [flickr.com/desag](https://www.flickr.com/desag)
-  ir-mall.com

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.

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 (-).

