

CONFERENCE CALL

QUARTERLY STATEMENT 9M 2016



15 NOVEMBER 2016

RETAIL TURNOVER 9M 2016¹

RETAILERS

Retail sector	% change to 2015	rent-to-sales ratio in %	% of sales	% of space
Department stores	-1.7	6.2	7.8	13.6
Food	-1.9	7.5	9.1	6.4
Fashion textiles	-2.4	12.6	29.3	38.7
Shoes & leather goods	-4.4	15.1	5.6	6.9
Sports	-2.4	9.2	4.2	4.9
Health & beauty	-0.4	7.2	11.7	5.8
General retail	-2.0	10.8	8.7	9.3
Electronics	-0.4	4.2	14.1	8.3
Services	-0.6	4.8	4.8	1.6
Food catering	-0.6	13.1	4.6	4.3
Total	-1.7	9.3	100²	100²

- Retail turnover development on a like-for-like basis: Germany **-1.7%**, abroad **+1.1%**
DES-Portfolio overall: **-1.4%**
- Absolute turnover development: Germany **-1.1%**, abroad **+0.7%**
DES-Portfolio overall: **-0.8%**

¹ German centers on a like-for-like basis (turnover: €2.0 billion)

² The sum may not equal the totals due to rounding

PROFIT AND LOSS ACCOUNT 9M 2016

in € thousand	01.01. – 30.09.2016	01.01 – 30.09.2015	Change
Revenue	152,254	151,036	0.8%
Property operating and management costs	-16,210	-15,143	
Net operating income	136,044	135,893	0.1%
Other operating income	619	661	
Corporate costs	-5,193	-5,528	
EBIT	131,470	131,026	0.3%
Other financial income and expenses	1,747	1,685	
Interest income	50	124	
Interest expense	-40,038	-42,142	
At equity result	15,041	16,026	
Profit/loss attributable to limited partners	-13,406	-12,884	
Net finance costs	-36,606	-37,191	1.6%
Measurement gains/losses	-4,803	-2,812	
EBT	90,061	91,023	-1.1%
Taxes	-17,889	-17,444	
Consolidated profit	72,172	73,579	-1.9%

FINANCIALS

KEY FIGURES 9M 2016

	30.09.2016	30.09.2015	Change ¹
FFO per Share (€)	1.74	1.68	3.7%
Earnings per share (€ undiluted)	1.34	1.37	-2.2%
EPRA Earnings per share (€ undiluted)	1.44	1.41	2.1%

FINANCIALS

¹ on a total basis

FUNDS FROM OPERATIONS (FFO)

in € thousand	30.09.2016	per share ¹	30.09.2015	per share ¹
Consolidated net profit	72,172	€1.34	73,579	€1.37
+ IAS 40 valuation	4,803	€0.09	2,812	€0.05
+ At-equity valuation	2,212	€0.04	74	€0.00
+ Costs conversion privilege	725	€0.01	725	€0.01
+ Deferred taxes	13,983	€0.26	13,389	€0.25
FFO (undiluted)	93,895	€1.74	90,579	€1.68

FINANCIALS

¹The sum of the amounts may not equal the totals due to rounding

EARNINGS PER SHARE (EPRA)

in € thousand	30.09.2016	per share ¹	30.09.2015	per share ¹
Consolidated net profit	72,172	€1.34	73,579	€1.37
+ IAS 40 valuation	4,803	€0.09	2,812	€0.05
+ At-equity valuation	2,212	€0.04	74	€0.00
- Deferred taxes	-1,524	€-0.03	-502	-€0.01
EPRA Earnings	77,663	€1.44	75,963	€1.41
Number of shares (adj.)		53,945,536		53,945,536
EPRA Earnings (diluted)		€1.36		€1.33
Number of shares (adj.)		57,211,375		57,105,094

FINANCIALS

¹ The sum of the earnings per share amounts may not equal the totals due to rounding

BALANCE SHEET 9M 2016

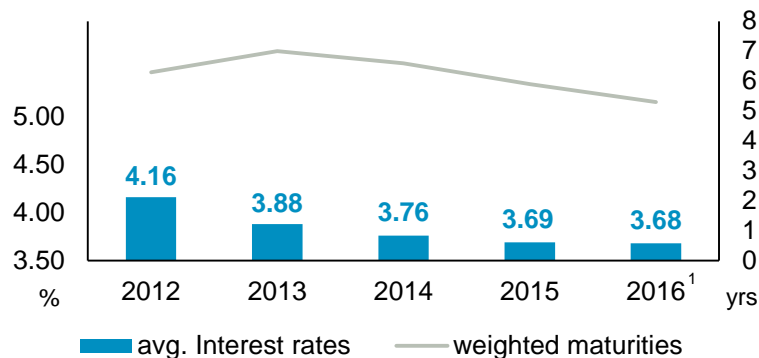
in € thousand	30.09.2016	31.12.2015	Change
Non-current assets	3,772,140	3,768,118	4,022
Current assets	74,899	83,496	-8,597
Total assets	3,847,039	3,851,614	-4,575
Group equity	1,761,907	1,767,859	-5,952
Right to redeem of limited partners	292,685	293,113	-428
Total equity	2,054,592	2,060,972	-6,380
Financial liabilities	1,397,657	1,407,607	-9,950
Deferred tax liabilities	321,954	309,528	12,426
Other liabilities	72,836	73,507	-671
Total equity and liabilities	3,847,039	3,851,614	-4,575
	30.09.2016	31.12.2015	
Equity ratio ¹	53.4%	53.5%	
LTV ratio	35.3%	35.5%	

¹ incl. non controlling interests

LOAN STRUCTURE INCL. CONVERTIBLE BONDS^{1,2}

Interest lockin	Duration	Principle amounts (€ million)	Share of total loan	avg. interest rate
Up to 1 year		34.7	2.5%	1.18%
1 to 5 years	3.1	566.2	40.6%	3.81%
5 to 10 years	6.1	707.4	50.7%	3.33%
Over 10 years	11.0	87.0	6.2%	5.08%
Total 2016¹	5.3	1,395.3	100%	3.68%

- 21 German Banks
- Weighted maturity of fixed interest periods 5.3 years¹



¹ as of 30 Sept. 2016

² excl. non-consolidated loans

MATURITIES UNTIL 2021^{1,2}

in € million	end of fixed interest periods respectively expiring loans	avg. interest rate	regular redemption payments	total maturities
2016	79.8	4.92%	4.7	84.5
2017	98.7	1.75%	16.5	115.2
2018	72.1	4.60%	17.8	89.9
2019	123.1	4.73%	14.7	137.8
2020	134.1	4.52%	10.1	144.2
2021	198.3	4.48%	8.2	206.5
	706.1			

Convertible Bond

Non-consolidated loans¹

in € million	End of fixed interest periods respectively expiring loans	Avg. interest rate	DES' share
2016	144.9	4.94%	50%
2017-2019	0		
2020	35.0	4.30%	50%
2021	49.2	4.66%	50%

City-Arkaden, Klagenfurt:
€91.8m; 4.30% interest rate
fixed: 2.18% (15y)

Phoenix-Center, Hamburg:
€53.1m; 6.06% interest rate
fixed: 1.83% (10y)

Saarpark-Center, Neunkirchen

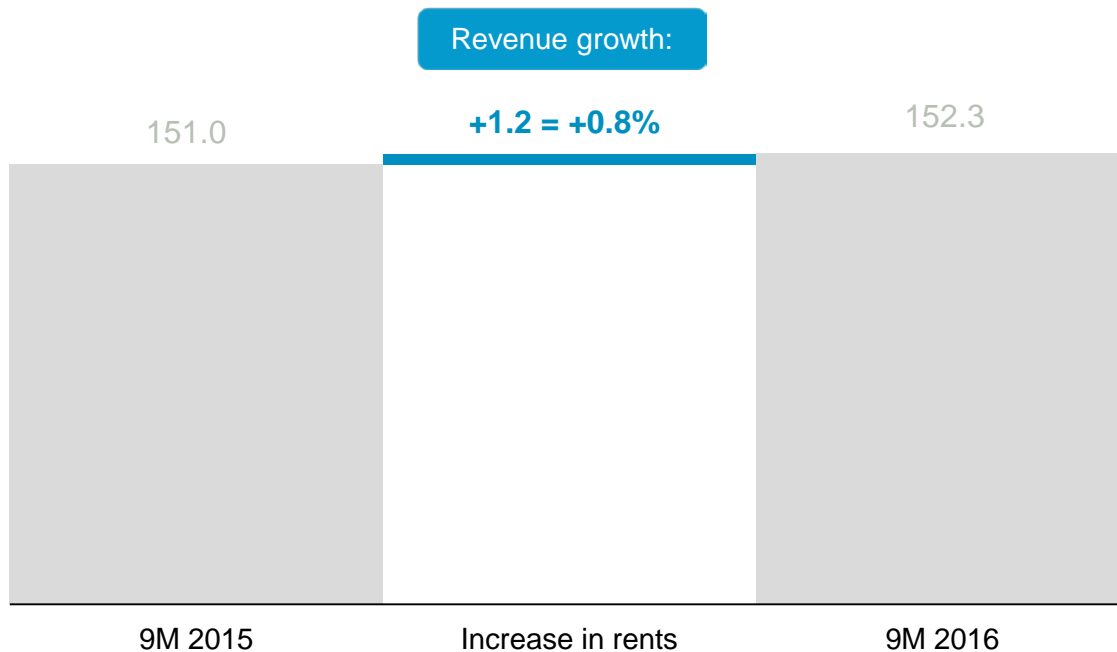
Phoenix-Center, Hamburg

¹ as of 30 Sept. 2016

² excl. non-consolidated loans

REVENUE BRIDGE 9M 2016

€m

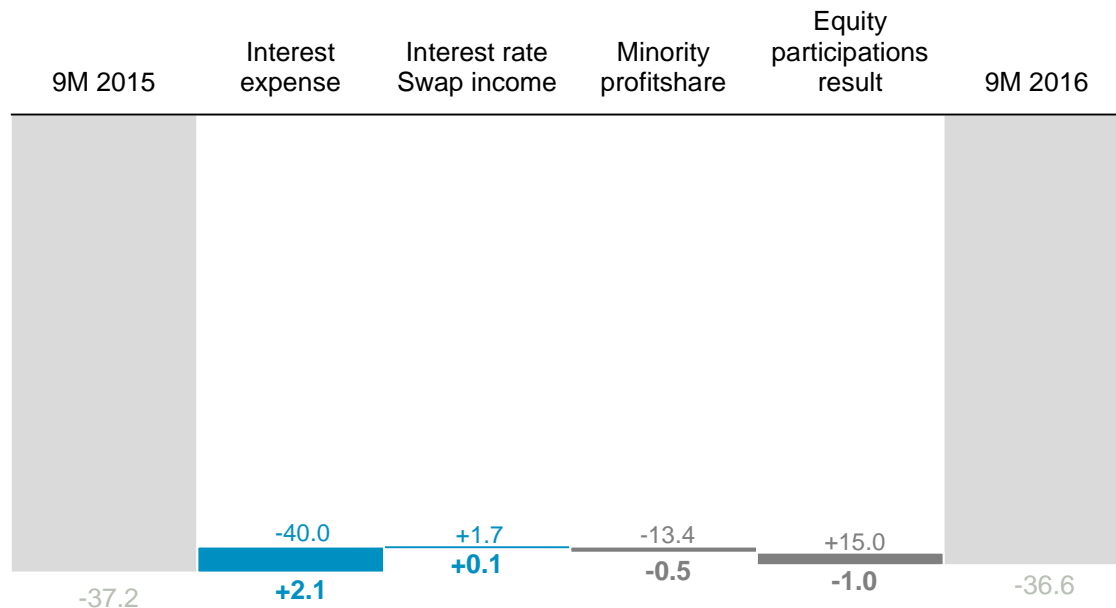


FINANCIALS

NET FINANCE COST BRIDGE 9M 2016

€m

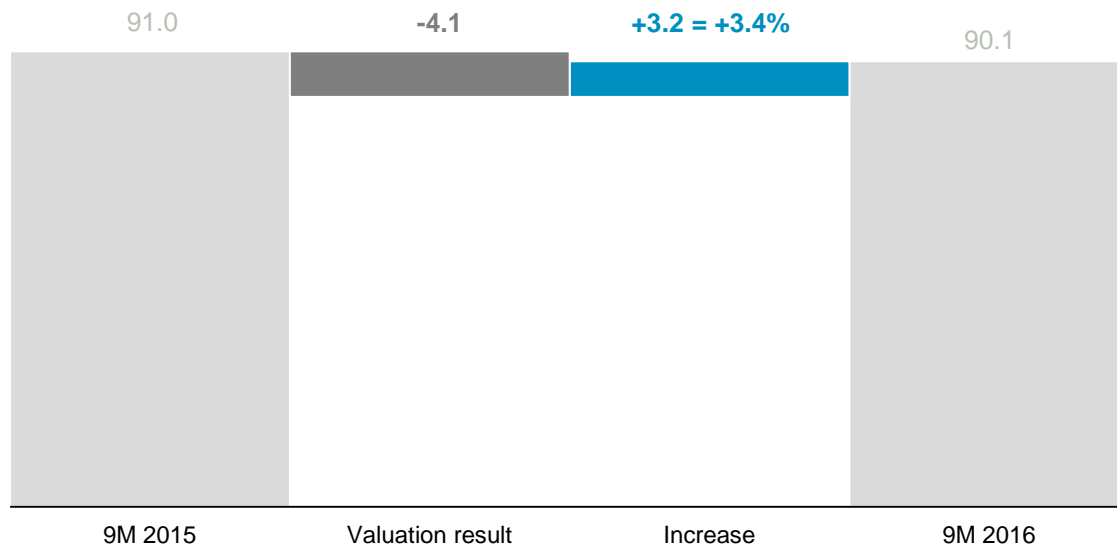
FINANCIALS



EBT BRIDGE 9M 2016

€m

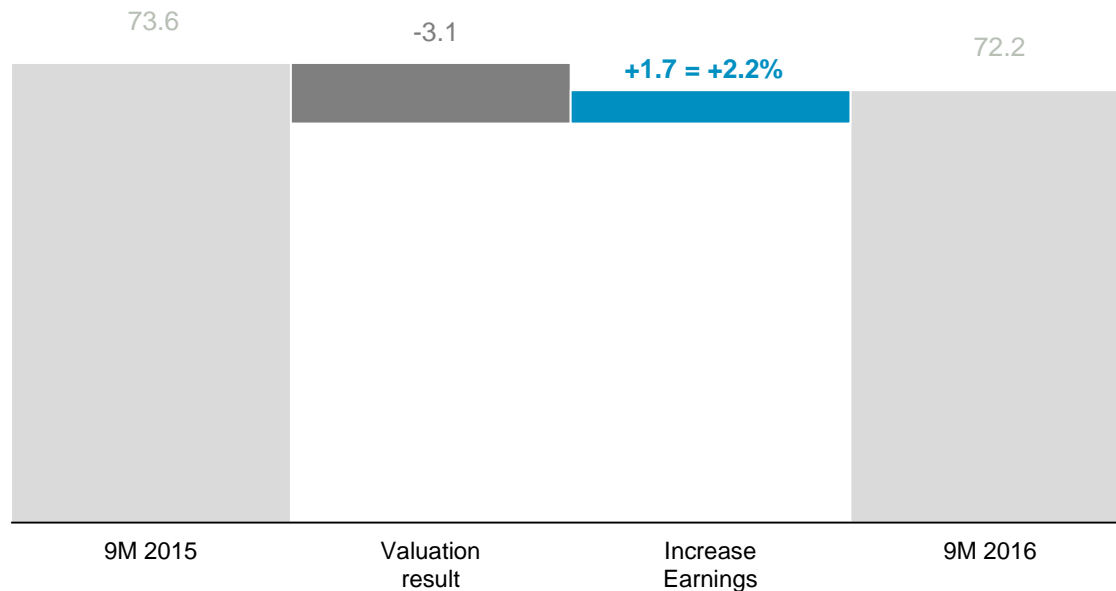
FINANCIALS



PROFIT BRIDGE 9M 2016

€m

FINANCIALS



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 will be treated as joint venture (at-equity)
- No major influence on the guidance for 2016

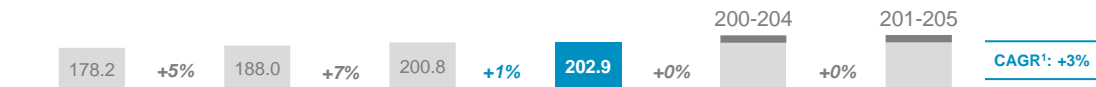
SHOPPING CENTERS



FORECAST

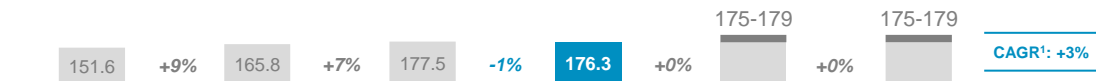
REVENUE

€m



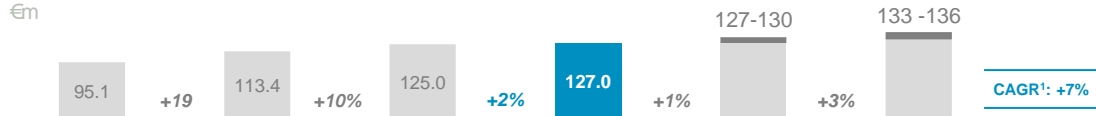
EBIT

€m



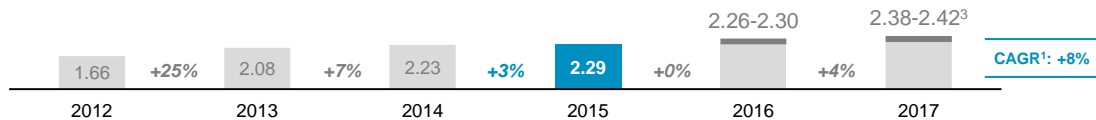
EBT EXCLUDING VALUATION²

€m



FFO PER SHARE

€



¹ Compound Annual Growth Rate (CAGR) 2012 - 2017

² Excl. capital gain

³ Undiluted

FINANCIALS

OUTLOOK

- Increase in dividend to 1.40€ per share for FY 2016
- The investment market remains hot
- We see a clear overdemand, specially in Germany
- DES is still participating in a sales process for a center in Central Eastern Europe

COMPANY

KEY DATA OF THE SHARE

Listed since	02.01.2001
Nominal capital	€53,945,536.00
Outstanding shares	53,945,536
Class of shares	Registered shares
Dividend 2015 (paid on 16 June 2016)	€1.35
52W High	€42.61
52W Low	€35.76
Share price (14 November 2016)	€36.64
Market capitalisation	€1.97 billion
Avg. turnover per day last 12 months (XETRA)	143,100 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: DEQn.DE
Market maker	Oddo Seydler

APPENDIX

FINANCIAL CALENDAR

2016

14.11.	Quarterly Statement 9M 2016
16.11.	Roadshow Amsterdam, ABN AMRO
16.11.	Roadshow Zurich, Kepler Cheuvreux
17.11.	Roadshow Geneva, Kepler Cheuvreux
23.11.	German Equity Forum, Frankfurt
06.12.	Berenberg European Conference, Pennyhill
12.-13.12.	HSBC's Global Real Estate Conference, Cape Town

2017

05.-06.01.	Oddo Forum, Lyon
11.01.	J.P. Morgan Cazenove European Real Estate CEO Conference, London
17.01.	Kepler Cheuvreux German Corporate Conference, Frankfurt
28.04.	Publication of the Annual Report 2016
11.05.	Quarterly Statement 3M 2017
28.06.	Annual General Meeting, Hamburg
15.08.	Half-year Financial Report 2017
15.11.	Quarterly Statement 9M 2017

APPENDIX

CONTACT



NICOLAS LISSNER
Manager Investor & Public
Relations







OLAF BORKERS
Chief Financial Officer

WILHELM WELLNER
Chief Executive Officer

PATRICK KISS
Head of Investor & Public
Relations

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

 ir-mall.com
 facebook.com/euroshop
 flickr.com/desag
 slideshare.net/desag
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