



CONFERENCE CALL

FY2014
Preliminary Results

19 March 2015

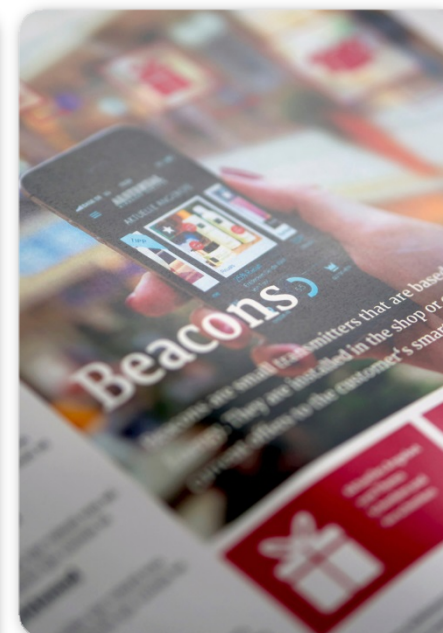
FY 2014

RETAILERS

Retail turnover 2014*

Retail sector	% change in 2014	rent-to-sales ratio in %	% of sales	% of space
Department stores	-2.6	5.8	7.6	13.1
Food	-0.7	7.3	9.1	6.2
Fashion textiles	-1.5	12.0	29.5	39.1
Shoes & leather goods	-0.2	14.0	5.5	6.4
Sports	0.2	8.7	4.0	4.6
Health & Beauty	2.4	7.2	11.6	6.1
General Retail	-1.2	10.0	11.8	11.1
Electronics	-1.2	3.0	11.9	7.7
Services	2.9	4.5	4.7	1.6
Food catering	-1.0	13.2	4.3	4.1
Total	-0.7	8.9	100.0	100.0

- retail turnover development abroad on a **like-for-like** basis: **-0.4%**
DES-Portfolio overall: **-0.6%**
- **absolute** turnover development: Germany **+0.3%**, Abroad **+0.2%**
DES-Portfolio overall: **+0.3%**



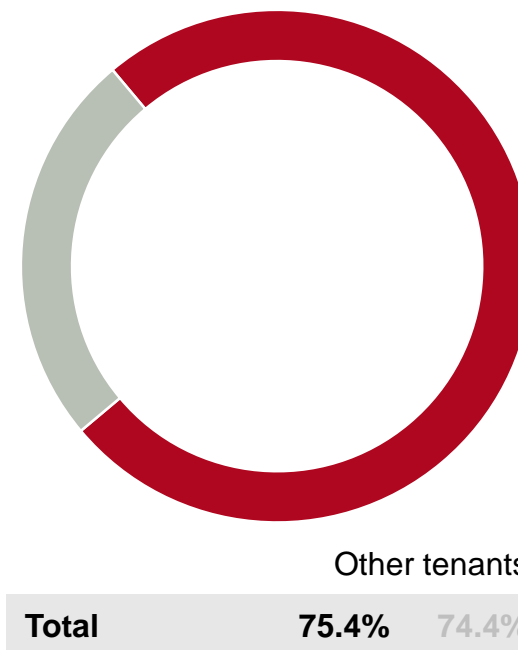
* German centers on a like-for-like basis
(turnover: €2.0 billion)

SHOPPING CENTERS

Tenants Structure Top 10 Tenants*

Low level of dependence on the top 10 tenants

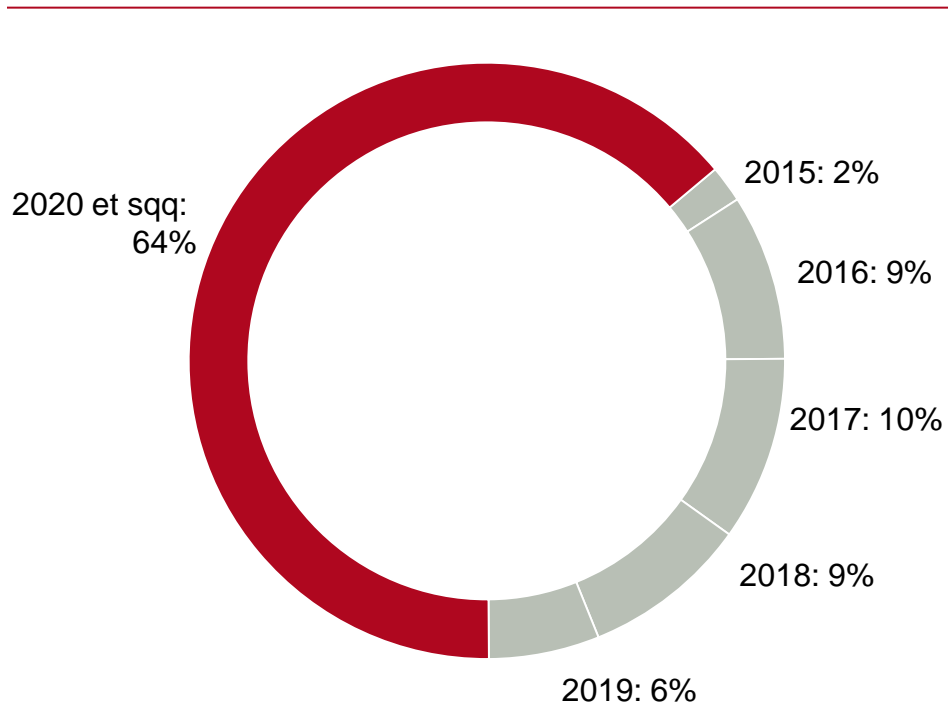
	2014	2013
Metro Group	5.6%	5.6%
Douglas Group	3.8%	4.5%
H&M	3.2%	3.2%
New Yorker	2.4%	2.3%
Peek & Cloppenburg	2.1%	2.1%
Deichmann	1.9%	1.9%
REWE	1.6%	1.6%
C&A	1.5%	1.5%
Inditex Group	1.3%	1.5%
Esprit	1.2%	1.4%
Total	24.6%	25.6%



* in % of total rents as at 31 Dec. 2014

SHOPPING CENTERS

Maturity Distribution of Rental Contracts*



- Long-term contracts guarantee rental income
- Weighted maturity 6.4 years



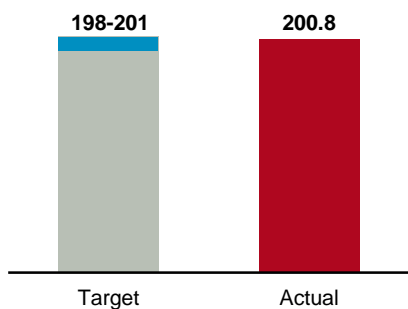
* as % of rental income as at 31 Dec. 2014

FINANCIALS

Target – Performance Comparison

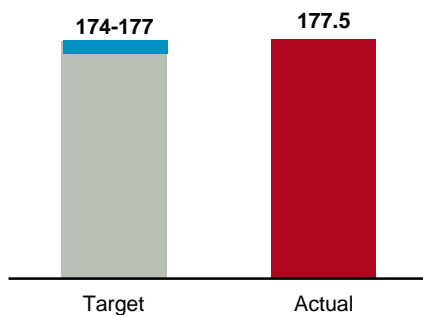
REVENUE

€m



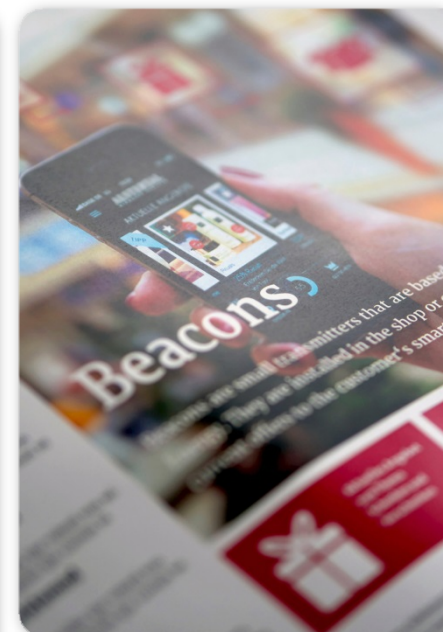
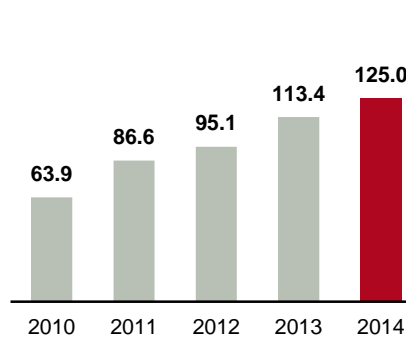
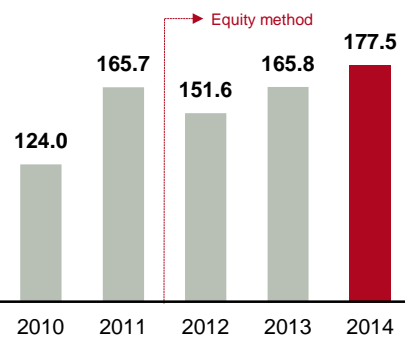
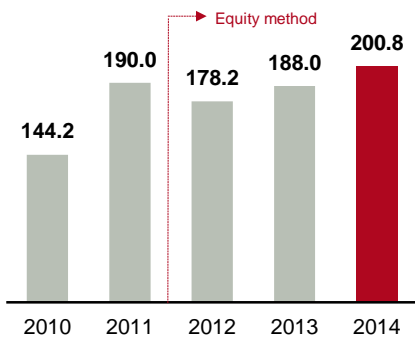
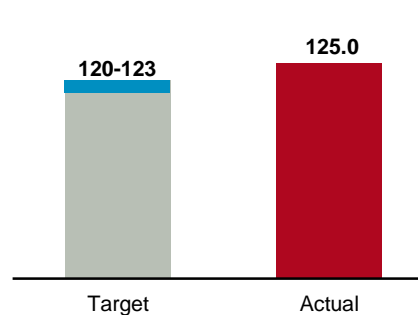
EBIT

€m



EBT BEFORE VALUATION¹⁾

€m



¹⁾ excl. capital gain

FINANCIALS

Balance Sheet

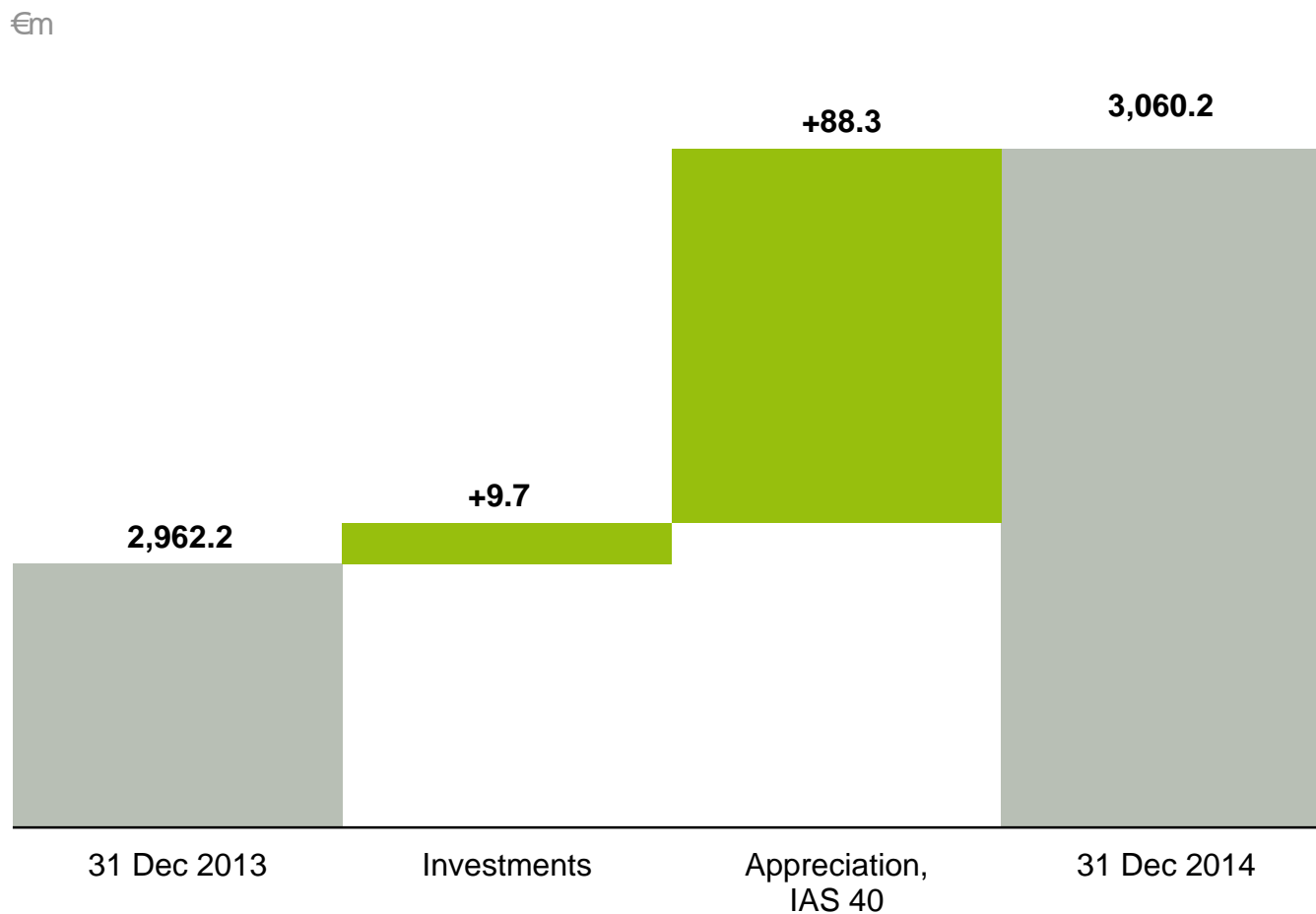
in € thousand	31.12.2014	31.12.2013	Change
Non-current assets	3,420,212	3,339,165	81,047
Current assets	71,946	55,698	16,248
Total assets	3,492,158	3,394,863	97,295
Group equity	1,524,342	1,428,949	95,393
Non controlling interest	226,849	213,422	13,427
Total equity	1,751,191	1,642,371	108,820
Financial liabilities	1,430,085	1,486,759	-56,674
Deferred tax liabilities	227,455	198,491	28,964
Other liabilities	83,427	67,242	16,185
Total equity and liabilities	3,492,158	3,394,863	97,295
	31.12.2014	31.12.2013	
Equity ratio*	50.1%	48.4%	
LTV ratio	40%	43%	



* incl. non controlling interests

FINANCIALS

Valuation – Investment Properties 2014

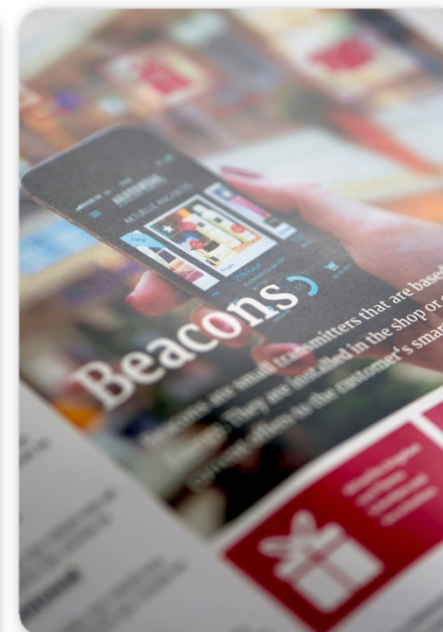


FINANCIALS

Valuation – Investment Properties 2014

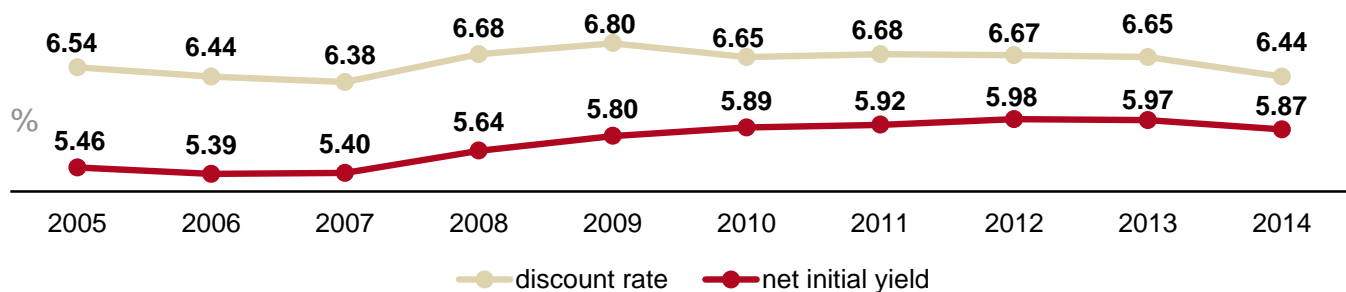
in € thousand	2014	2013	Change
Revaluation	88,302	60,538	+27,764
Acquisition expenses	0	-64	+64
Minority interest	-11,316	-4,492	-6,824
Valuation result before taxes	76,986	55,982	+21,004
Deferred taxes	-14,924	-10,186	-4,738
Valuation result after taxes (attributable to Group shareholders)	62,062	45,796	+16,266

- like-for-like measurement gains: +3.0%



FINANCIALS

Valuation* – Investment Properties 2014



Sensitivity analysis

in € thousand	Basis	change of -25bps	change of +25bps
Rent increase rates	1.70%	-117,500	+123,000
Discount rate	6.44%	+107,700	-102,600
Net initial yield	5.87%	+157,300	-144,400
Cost ratio	11.00%	+10,300	-10,300



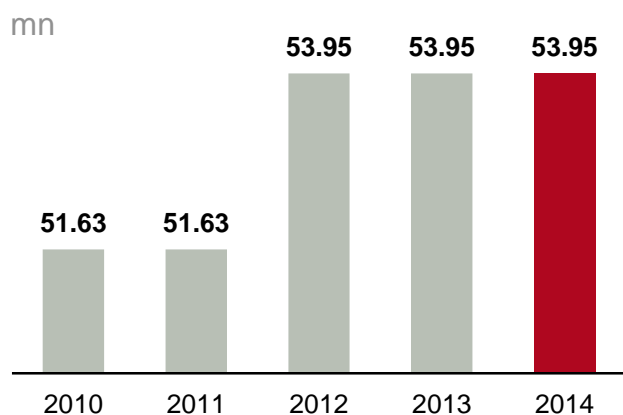
* External appraisers: Feri Research and GfK GeoMarketing

FINANCIALS

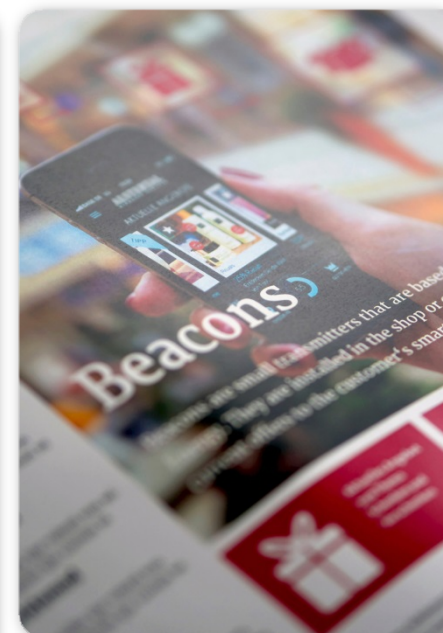
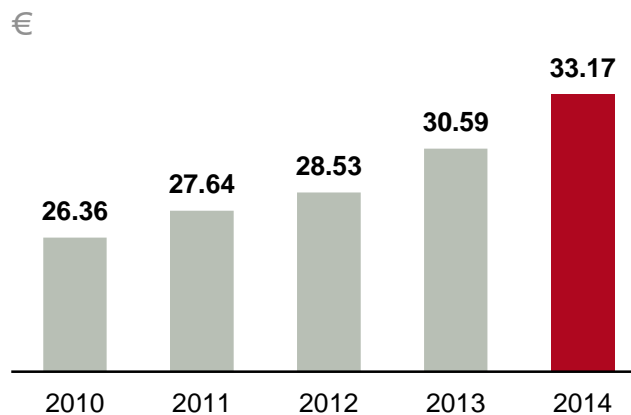
Net Asset Value (EPRA)

in € thousand	2014		2013		Change*
	total	per share	total	per share	
Equity	1,524,342	€28.26	1,428,949	€26.49	6.7%
deferred taxes	227,455	€4.22	198,491	€3.68	14.6%
Fair value of Swaps	48,194	€0.89	30,760	€0.57	
deferred taxes	-10,602	€-0.20	-7,762	€-0.14	
NAV EPRA	1,789,389	€33.17	1,650,438	€30.59	8.4%
Number of shares	53,945,536		53,945,536		0%

NUMBER OF SHARES



NAV PER SHARE



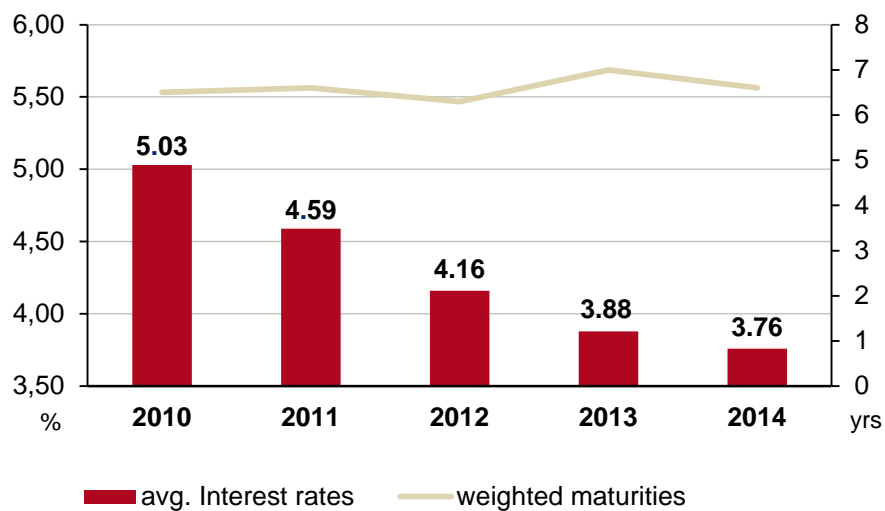
* of total amount

FINANCIALS

Loan Structure incl. Convertible Bonds*

Interest lockin	Duration	Principle amounts (€ thousand)	Share of total loan	avg. interest rate
Up to 1 year		54.1	4%	1.49%
1 to 5 years	3.7	435.1	31%	4.14%
5 to 10 years	7.3	790.9	55%	3.59%
Over 10 years	12.3	147.7	10%	4.05%
Total 2014	6.6	1,427.8	100%	3.76%

- 20 German Banks
- Weighted maturity of fixed interest periods 6.6 years
- Weighted maturity of the loans >10 years



* as of 31 Dec. 2014

FINANCIALS

Maturities until 2019*

in € thousand	end of fixed interest periods respectively expiring loans	avg. interest rate	regular redemption payments	total maturities
2015	35,500	1.49%	18,600	54,100
2016	77,300	4.92%	18,400	95,700
2017	95,300	1.75%	16,500	111,800
2018	71,200	4.60%	18,700	89,900
2019	119,300	4.78%	18,500	137,800
	398,600			

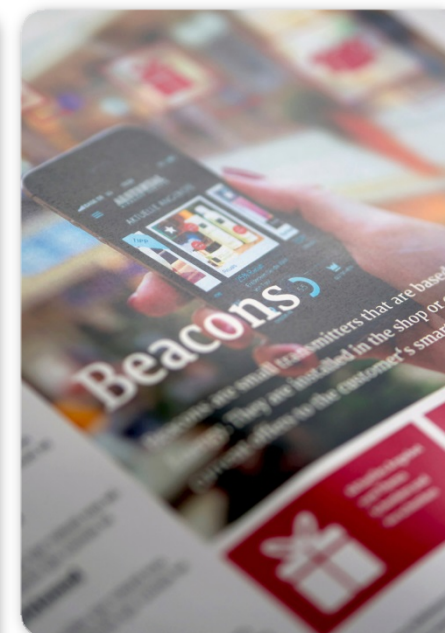


- as of 31 Dec. 2014

FINANCIALS

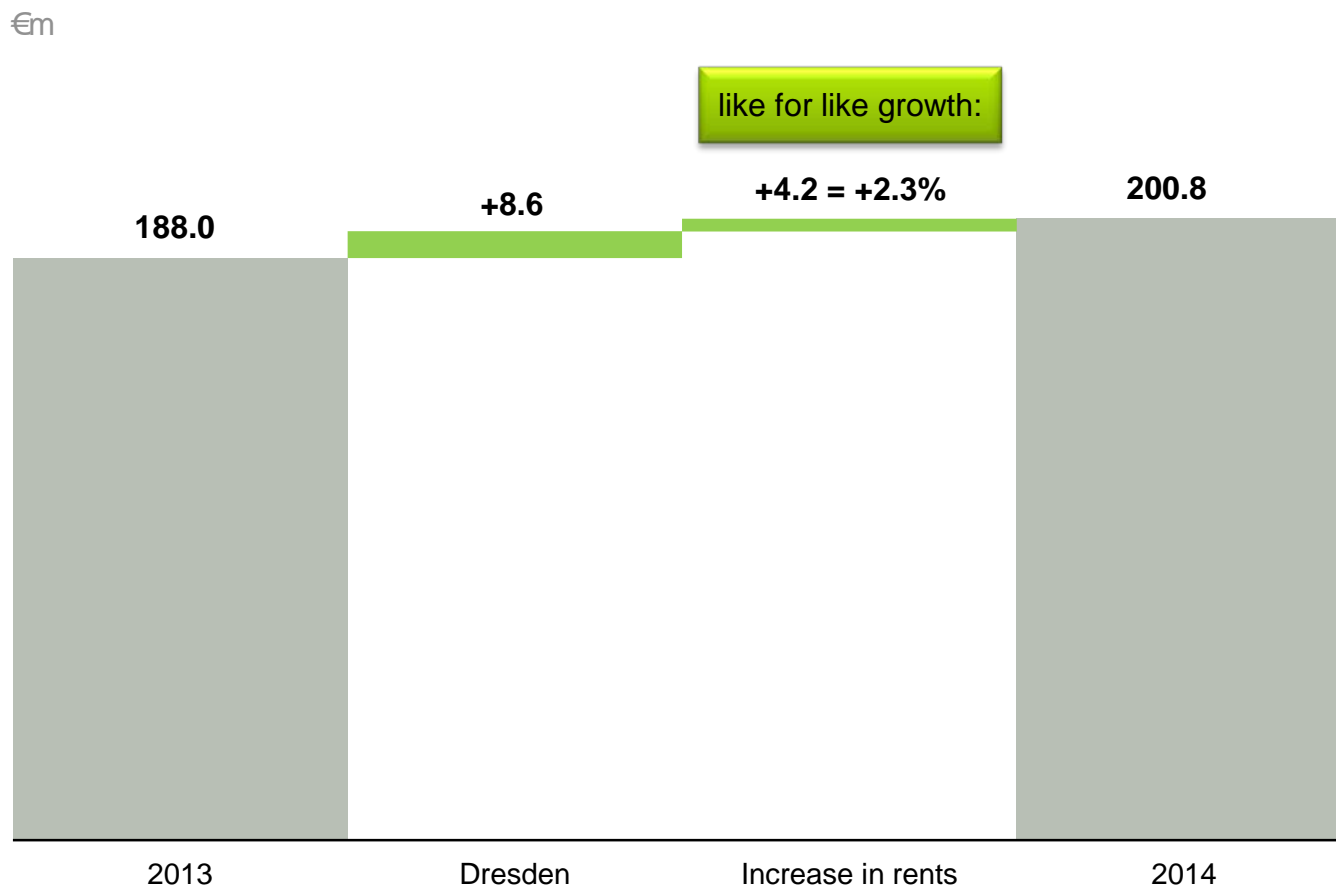
Profit and Loss Account

in € thousand	01.01 – 31.12.2014	01.01 – 31.12.2013	Change
Revenue	200,785	187,987	7%
Property operating and management costs	-18,984	-17,775	
Net operating income	181,801	170,212	7%
Other operating income	1,889	2,837	
Corporate costs	-6,184	-7,285	
EBIT	177,506	165,764	7%
Income from investments	1	16,688	
Interest rate swap expenses	-610	-4,550	
Interest income	348	448	
Interest expense	-58,570	-57,827	
At equity result	35,129	27,024	
Profit/loss attributable to limited partners	-16,117	-15,939	
Net finance costs	-39,819	-34,133	17%
Measurement gains/losses	76,986	55,982	
EBT	214,673	187,613	14%
Taxes	-37,247	-16,570	
Consolidated profit	177,426	171,043	4%



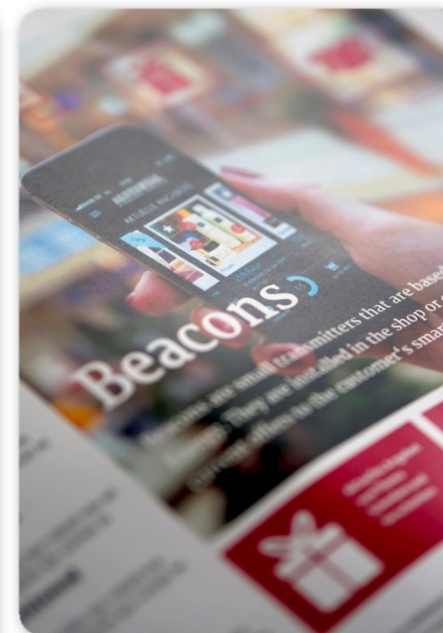
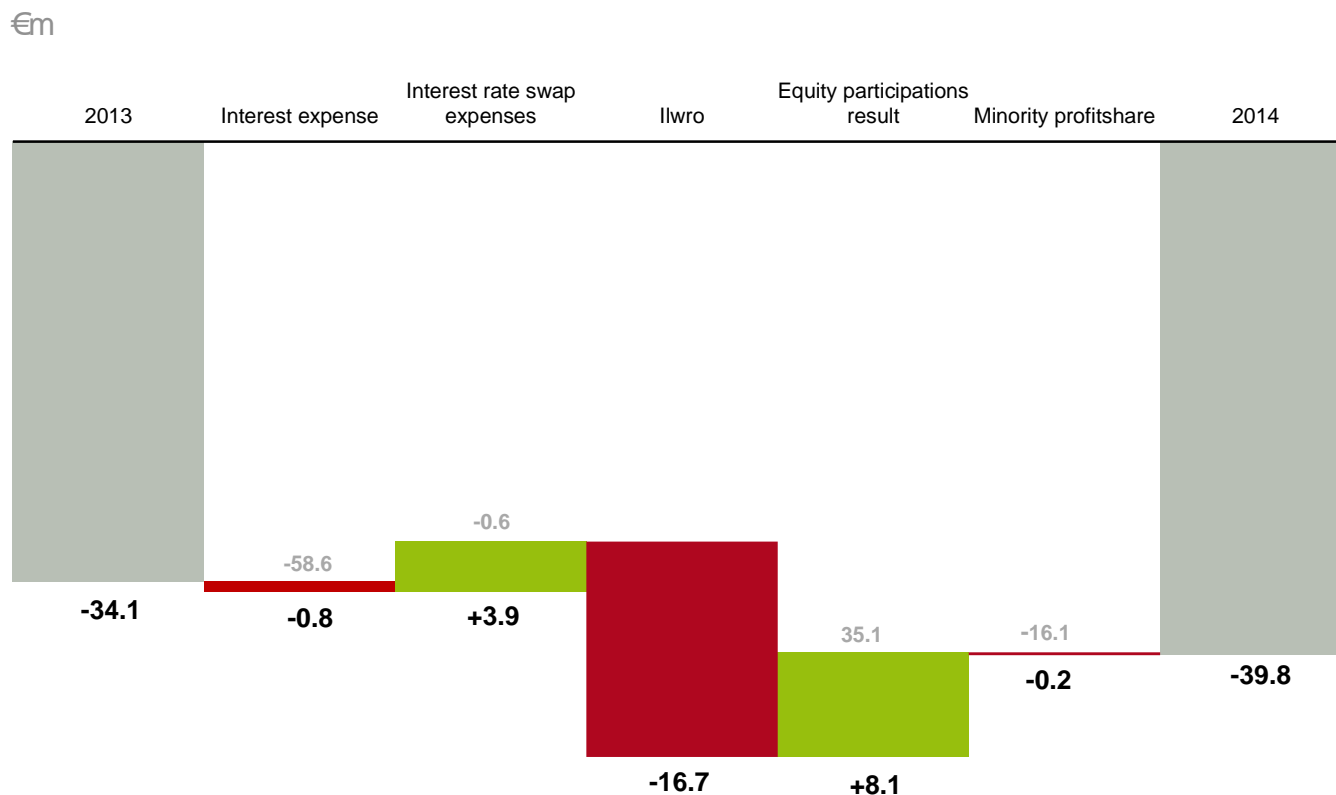
FINANCIALS

Revenue Bridge 2014



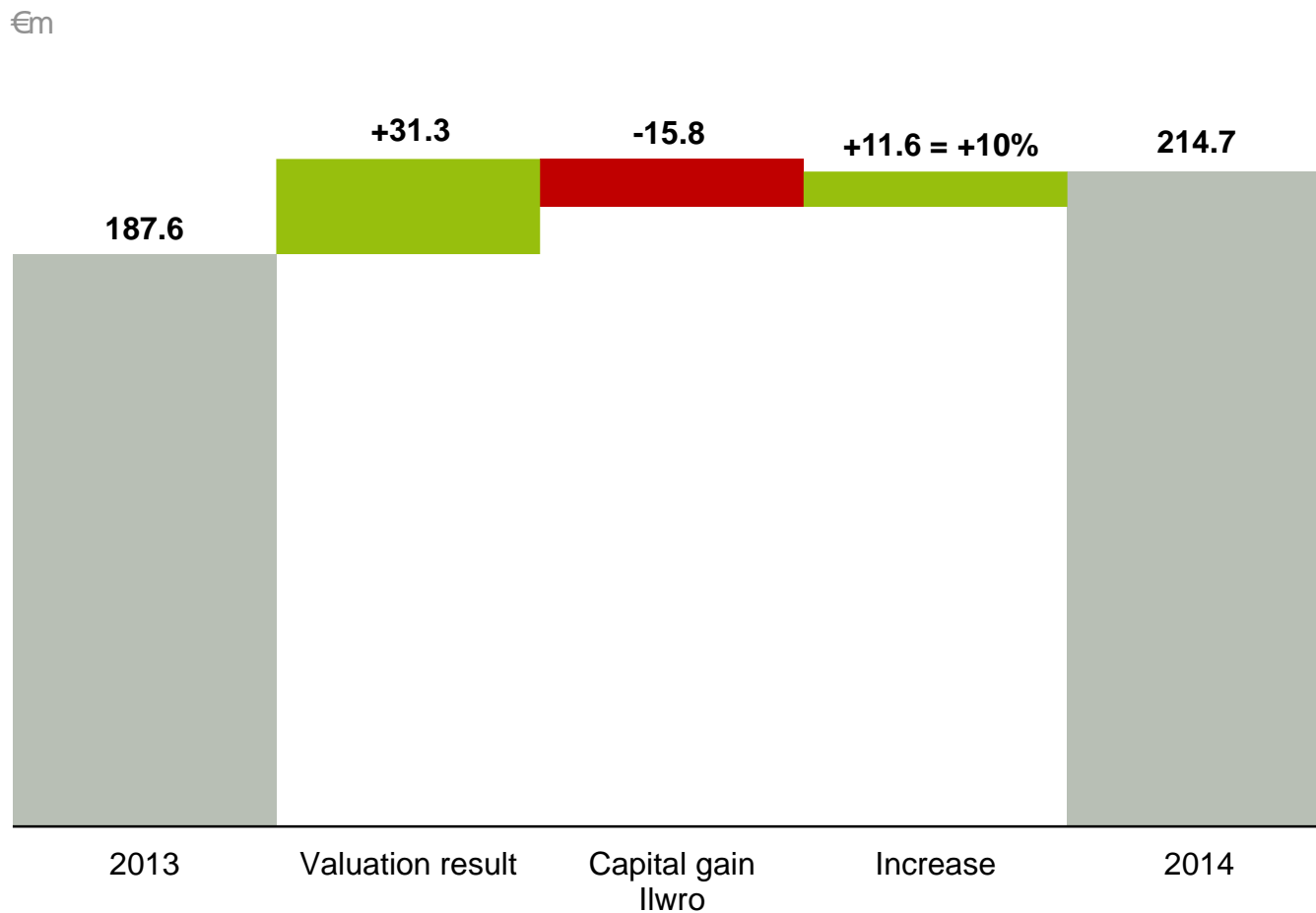
FINANCIALS

Net Finance Cost Bridge 2014



FINANCIALS

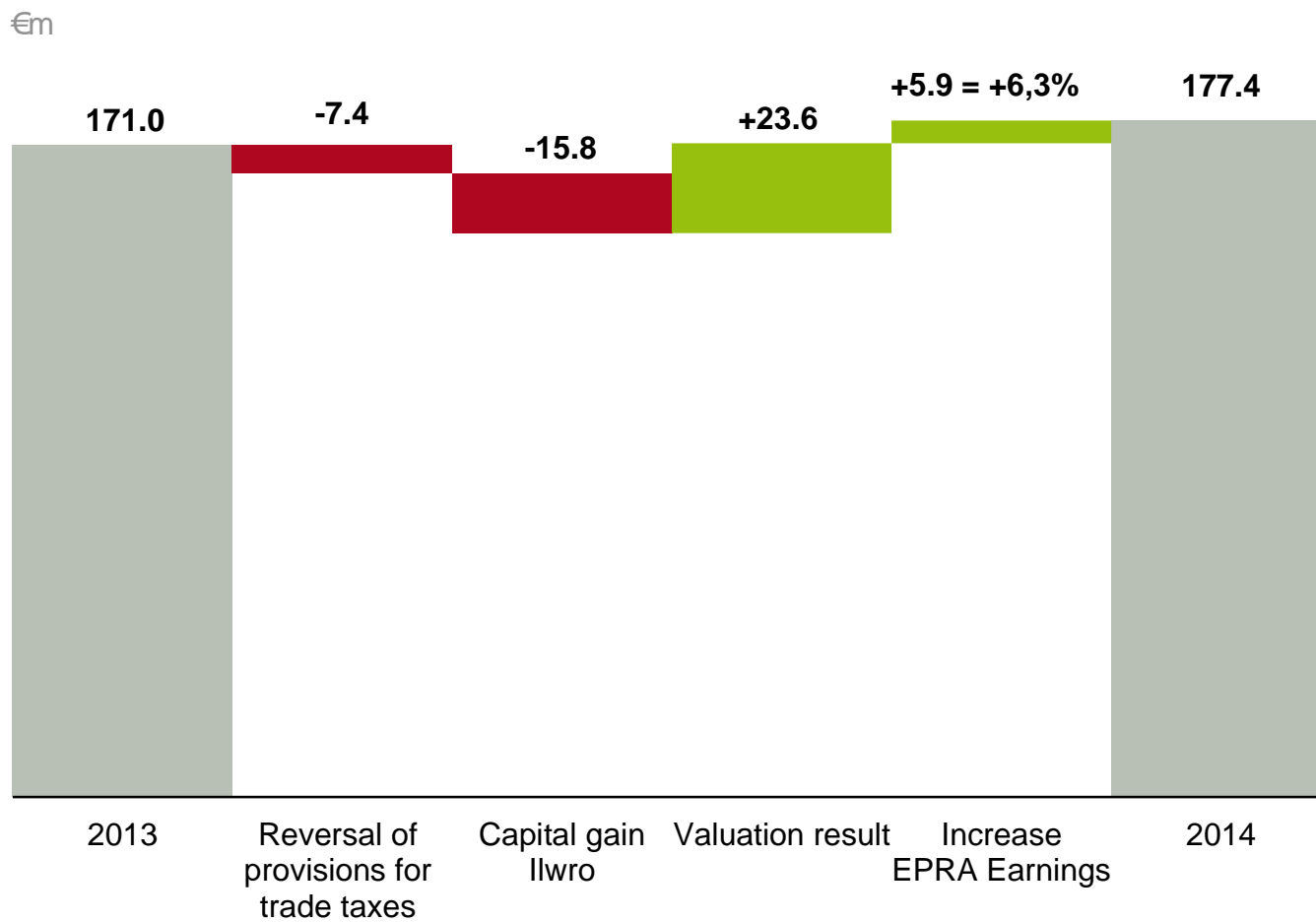
EBT Bridge 2014



EBT excluding valuation:
 2014: €125.0 million
 2013: €113.4 million

FINANCIALS

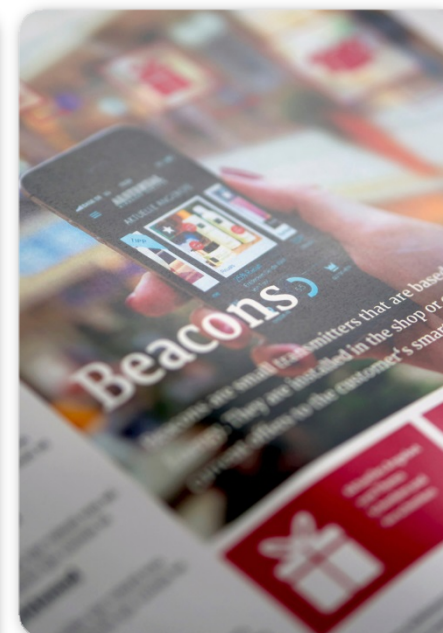
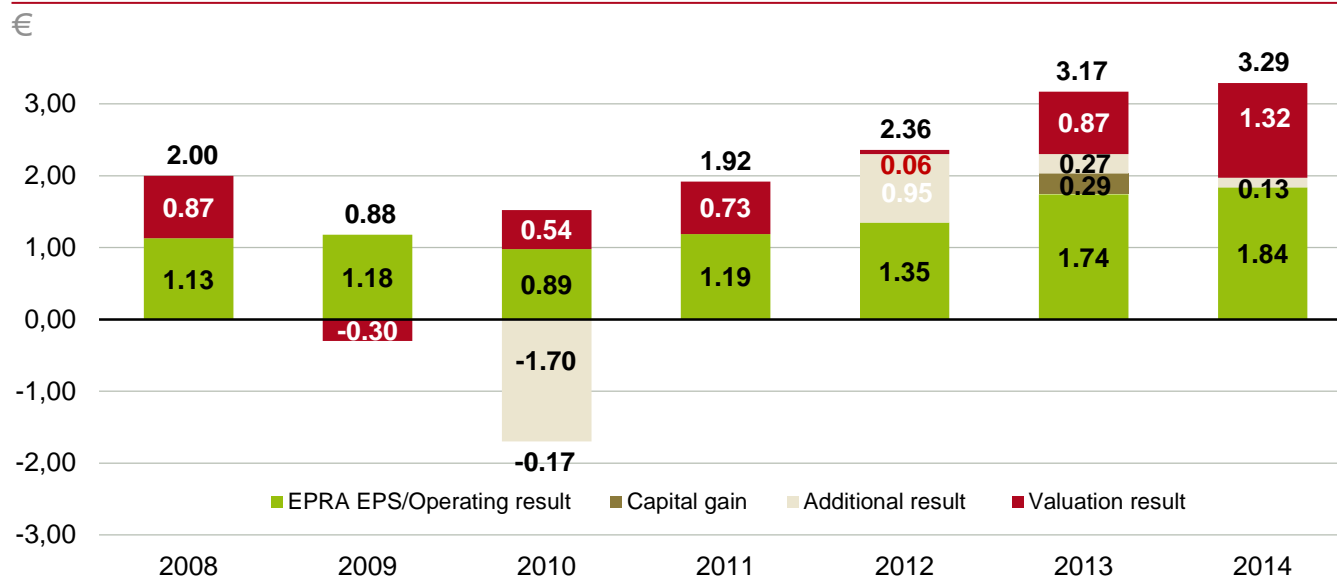
Profit Bridge 2014



FINANCIALS

Earnings per Share (EPRA)

in € thousand	2014	per share*	2013	per share*
Consolidated net profit	177,426	€3.29	171,043	€3.17
- IAS 40 valuation	-76,986	€-1.43	-55,982	€-1.03
- At-equity valuation	-12,688	€-0.24	-2,410	€-0.04
+ Deferred taxes	18,588	€0.34	10,975	€0.20
+ Tax expense for previous years	-7,174	€-0.13	-14,556	€-0.27
+ Capital gain	0	€0.00	-15,799	€-0.29
EPRA Earnings	99,165	€1.84	93,271	€1.74
Number of shares (adj.)	53,945,536		53,945,536	



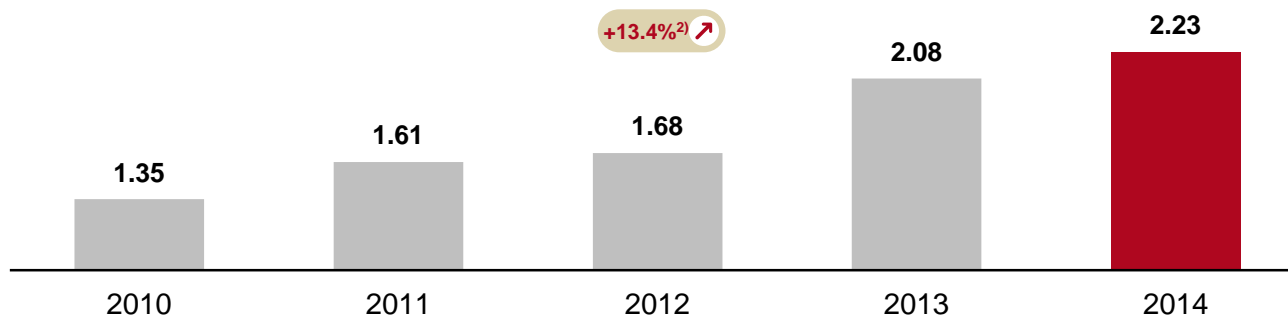
* The sum of the earnings per share amounts may not equal the totals due to rounding

FINANCIALS

Funds from Operations (FFO)

in € thousand	2014	per share ¹⁾	2013	per share ¹⁾
Consolidated net profit	177,426	€3.29	171,043	€3.17
- IAS 40 valuation	-76,986	€-1.43	-55,982	€-1.04
- At-equity valuation	-12,688	€0.24	-2,410	€0.04
+ Costs conversion privilege	967	€0.02	940	€0.02
+ Deferred taxes	31,805	€0.59	14,208	€0.26
- Capital gain	0	€0.00	-15,799	€0,29
FFO	120,524	€2.23	112,000	€2.08
Number of shares (adj.)	53,945,536		53,945,536	

€



- 1) The sum of the earnings per share amounts may not equal the totals due to rounding
- 2) Compound Annual Growth Rate (CAGR)

COMPANY

Outlook

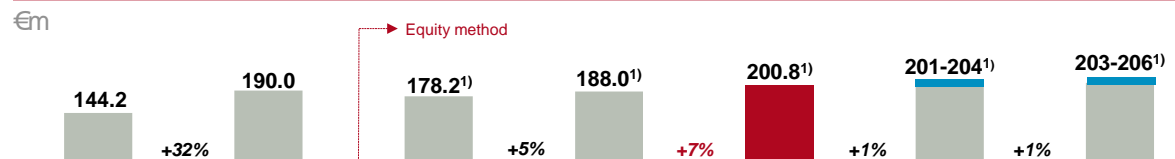
- Investments of €26.1 million for CAPEX in 2015
- Refinancings of €61.6 million in 2015
- New acquisitions?
- Increase in dividend to €1.35



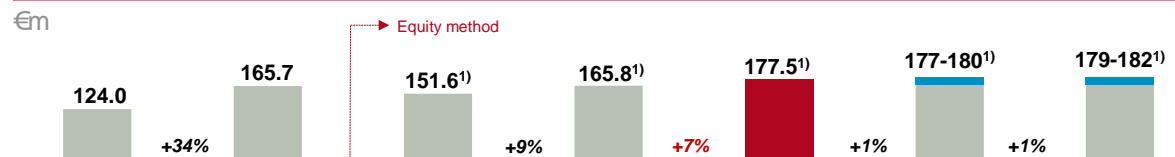
FINANCIALS

Forecast

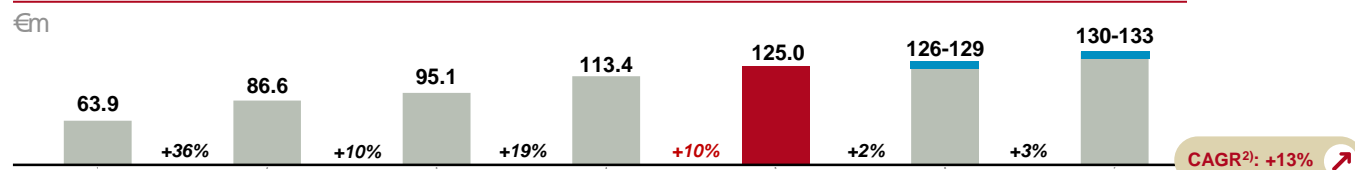
REVENUE



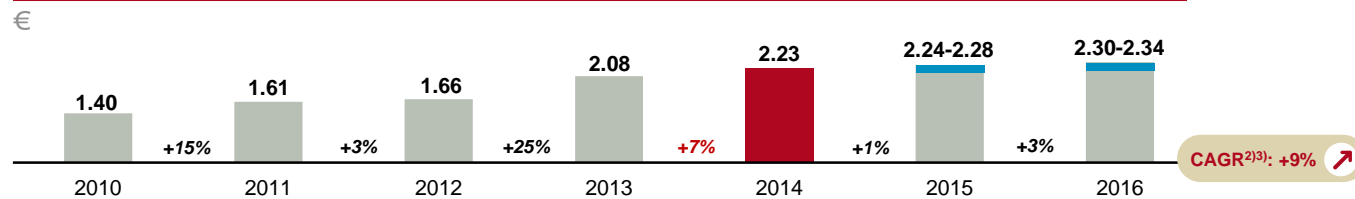
EBIT



EBT BEFORE VALUATION⁴⁾



FFO PER SHARE

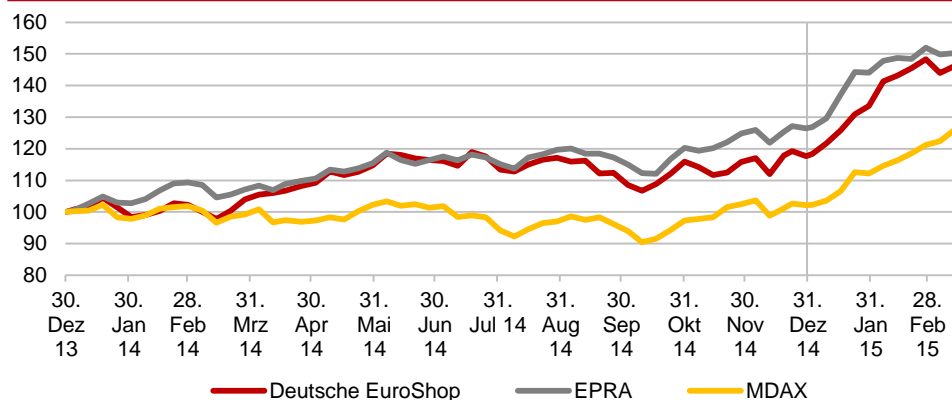


- 1) Equity method
- 2) Compound Annual Growth Rate (CAGR) 2010-2016
- 3) incl. dilution
- 4) excl. capital gain

APPENDIX

Statistics 2014

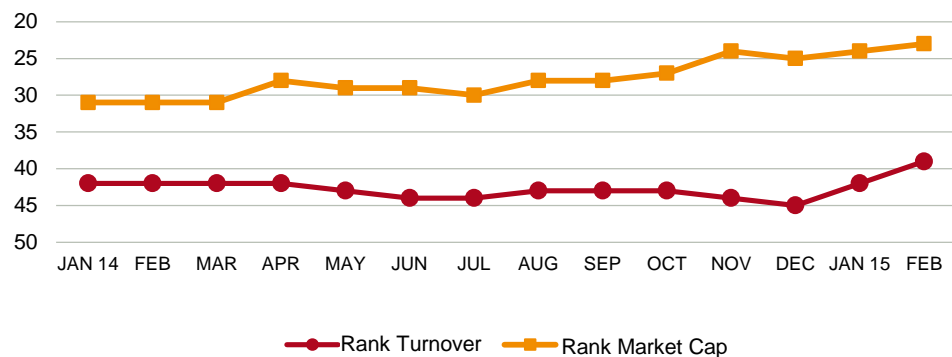
TREND OF SHARE (INDEXED)



Performance 2014:

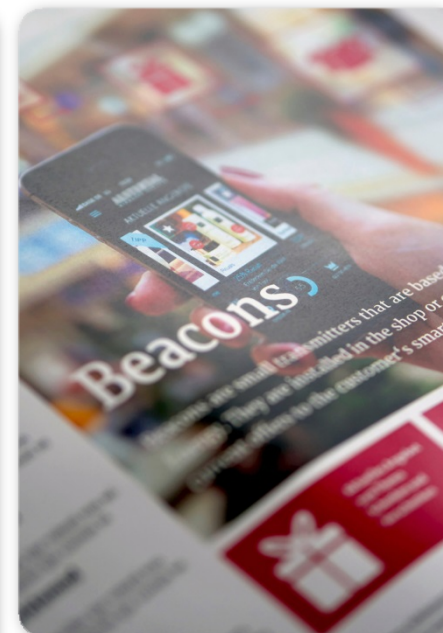
DES: +17.7%
 MDAX: +2.2%
 EPRA: +26.5%

INDEX RANKING (MDAX)



Index ranking

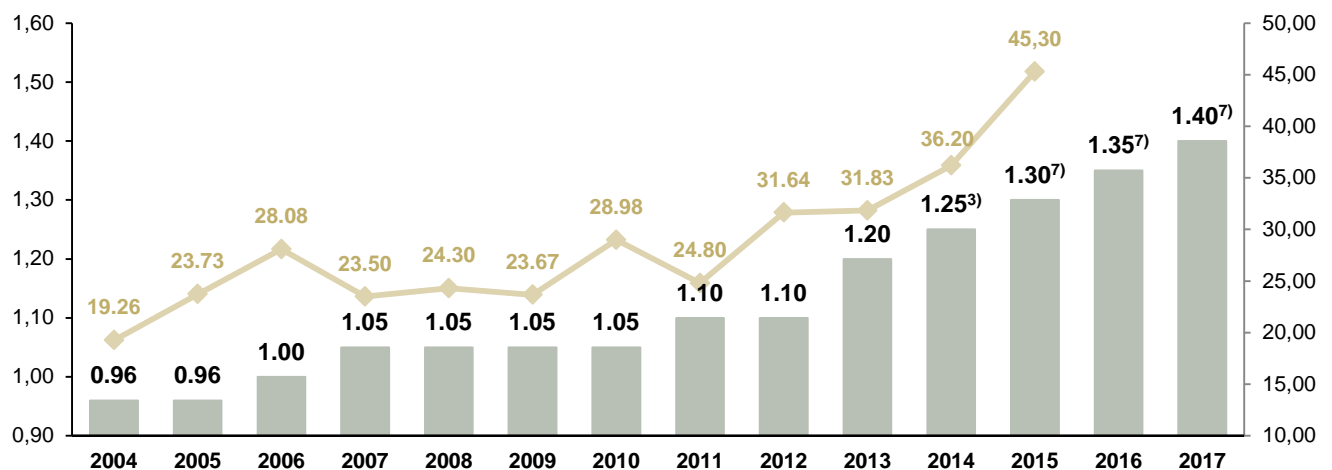
MDAX Feb 2015:
 23. (Market Cap)
 39. (Turnover)



APPENDIX

Dividend & Performance

Dividend¹⁾



Share price²⁾

PERFORMANCE⁴⁾

		DES	DAX	EPRA ⁵⁾	REX ⁶⁾	OEF ⁸⁾
1 year	(2014)	+17.7%	+2.7%	+26.5%	+7.1%	+1.6%
3 years	+64.2% =	+18.0% p.a.	+18.3% p.a.	+21.6% p.a.	+3.7% p.a.	+1.7% p.a.
5 years	+87.0% =	+13.3% p.a.	+10.4% p.a.	+14.1% p.a.	+4.7% p.a.	+1.9% p.a.
Since IPO (2001)	+236.2%=	+9.0% p.a.	+3.0% p.a.	+8.1% p.a.	+5.0% p.a.	n.a.



- 1) respectively paid for the previous FY
- 2) 2015: as of 17 March 2015
- 3) paid on 19 June 2014
- 4) as of 31 Dec. 2014
- 5) EPRA/NAREIT Europe
- 6) German government bonds index
- 7) proposal
- 8) Open ended real estate funds

APPENDIX

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 2014 (proposal)	€1.30
52W High	€46.21
52W Low	€31.12
Share price (17 March 2015)	€45.30
Market capitalisation	€2.44 billion
avg. turnover per day last 12 months (XETRA)	123,300 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

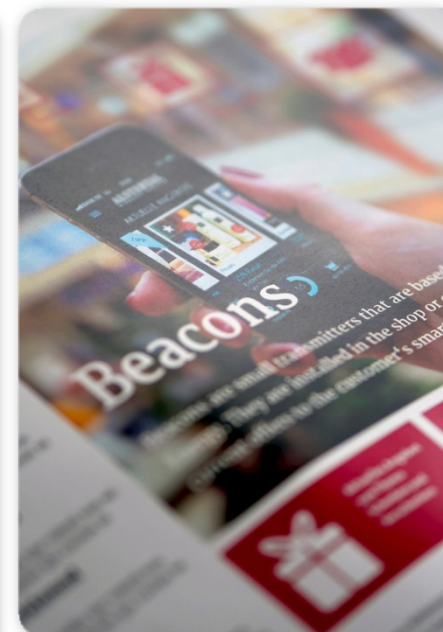


APPENDIX

Financial Calendar

2015

18.03.	Preliminary Results FY 2014		
26.03.	Bank of America Merrill Lynch European Real Estate Conference, London	09.06.	Roadshow Warsaw, Dom Inwestycyjny Investors
30.03.	Roadshow Brussels, DZ Bank	18.06.	Annual General Meeting, Hamburg
30.03.	Roadshow Frankfurt, Bankhaus Metzler	19.06.	Deutsche Bank dbAccess GSAC, Berlin
31.03.	Roadshow Zurich, M.M. Warburg	09.-10.07.	Roadshow Vienna & Linz, Berenberg
31.03.	Roadshow Paris., Societe Generale	13.08.	Interim report H1 2015
17.04.	Bankhaus Lampe Deutschland Conference, Baden-Baden	20.-21.08	Deutsche EuroShop Real Estate Summer, Gdansk
28.05.	Roadshow Milan, Lugano, Berenberg	21.09.	Goldman Sachs & Berenberg German Conference, Munich
29.04.	Publication of the Annual Report 2014	01.10.	Societe Generale Real Estate Conference, London
12.05.	Interim report Q1 2015	02.10.	Roadshow Edinburgh, M.M. Warburg
19.05.	Berenberg European Conference USA, New York	12.11.	Nine-month report 2015
20.-21.05.	Commerzbank German Mid Cap Investor Conference, Boston & New York	16.11.	DZ Bank Equity Conference, Frankfurt
29.05.	Societe Generale Nice Conference, Nice	16.11.	Roadshow Paris, Baader Bank
		17.11.	Roadshow Zurich, Kepler Cheuvreux









APPENDIX

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Chief Executive Officer



Olaf Borkers
Chief Financial Officer



Wilhelm Wellner
Chief Operating Officer



Patrick Kiss
Head of Investor & Public Relations



Nicolas Lissner
Manager Investor & Public Relations

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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.

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