



# DIC · ASSET

AKTIENGESELLSCHAFT

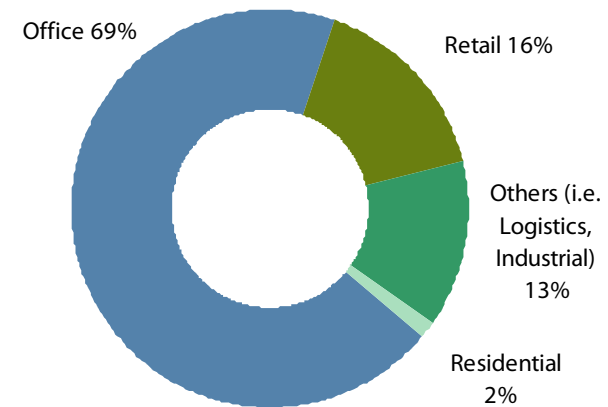
## Preserving Values - Exploit Opportunities

Company Presentation  
- October 2009 -

## DIC at a glance

- Clear investment focus on German commercial real estate market
- Powerful internal real estate management generates strong cash flows: 6.9% gross rental yield
- High Portfolio quality
  - Long remaining leases
  - Risk diversification through tenant profile
- Strong financial downside protection – Long maturities, no refinancing issue and no cross collateral agreements
- German real estate expertise and networks as base for ongoing disposal strategy

**Focus on type of use <sup>1)</sup>**  
in % of rental income



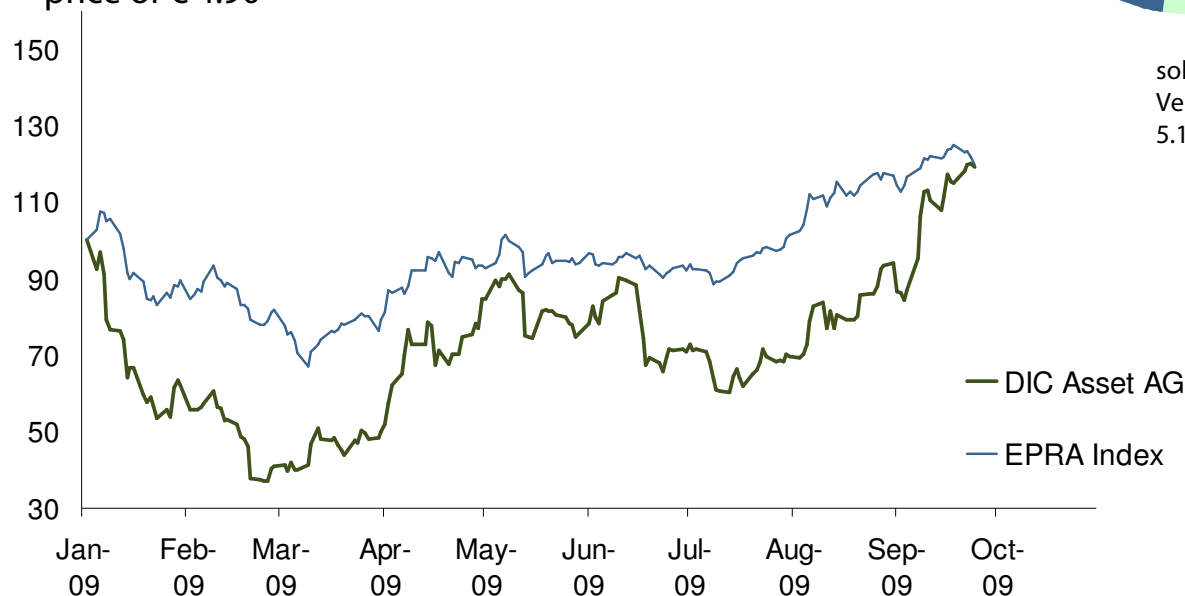
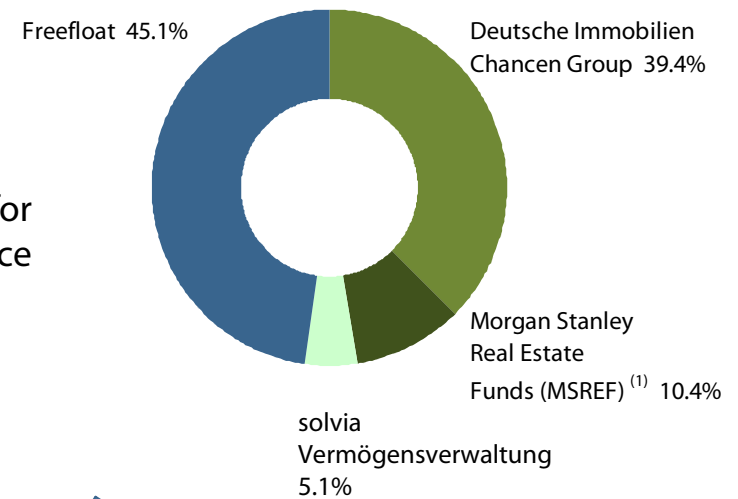
**Note:**

1. Figures reflect DIC Asset's share

# Shareholder Structure

- Listed in the SDAX since June 2006, GPR 250 since Apr. 2007, EPRA European Index since Sept. 2007
- Total shares outstanding: 31,349,999
- Attractive dividend of € 0.30 for fiscal year 2008
- Share block of 4.7% from buyback programme sold for € 10 mn to solvia Vermögensverwaltung at a unit price of € 6.50. DIC had acquired the shares at an average price of € 4.90

Current shareholder structure



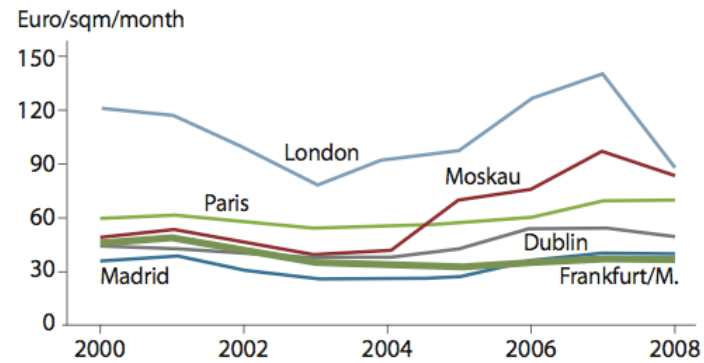
Note

1. MSREF also owns 23.5% of the shares of Deutsche Immobilien Chancen AG & Co. KGaA

## Strong reasons for investing in Germany

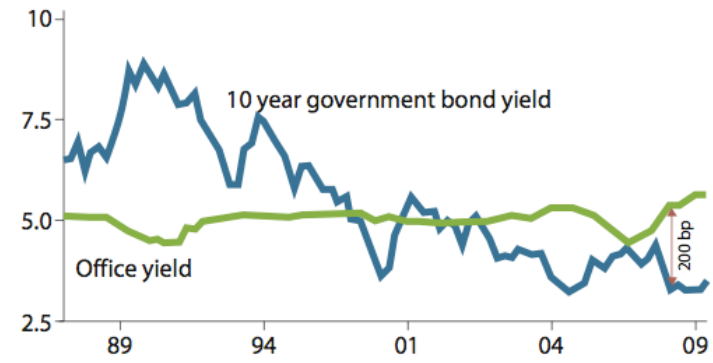
- Top exporting nation, one of the world's largest economies
- Biggest real estate market in Europe with high legal, social and political stability
- Attractive market: backlash potential limited and higher sustainability than the rest of Europe:
  - Short positive real estate cycle of only two years
  - no extended price bubble
  - no oversupply due to few development activities
- First signs of seeing the bottom: GDP in Q2 +0.3% – recession could be over

Backlash potential in comparison



Source: JLL

Real estate investments remain attractive



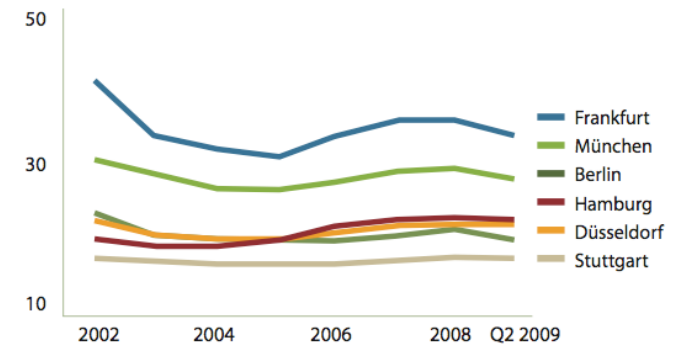
\*Average of peak rent Berlin, Düsseldorf, Frankfurt/M., Hamburg, München

Source: JLL

# German Real Estate sector update

- Letting market stabilises at 30% below H1 2008, no further decline compared to Q1
- Moderate decline in rents, vacancy remains relatively stable
- Risks: time lag in employment market, short-time work effects could wear off
- Still no recovery in the transaction activities; H1 down by 70% against previous year

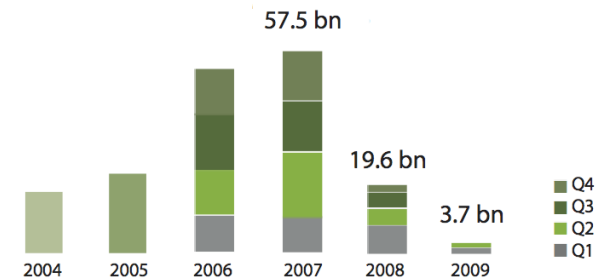
**Peak rents in main office locations**  
in EUR/sqm per month



Source: JLL

**Transaction volume down 70%**

Transactions in German commercial real estate



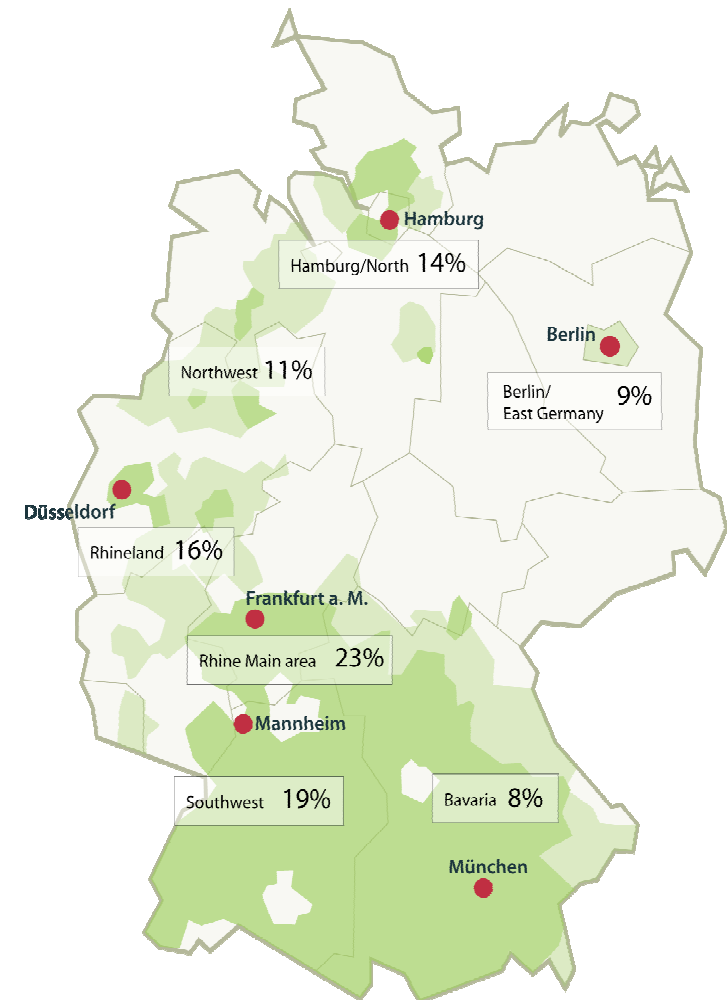
Source: JLL

## Local real estate experts for success in a -more than ever- local business

- Market presence in Germany with six branches and more than 100 people guarantees local know-how and proximity to the tenants
- Risk diversification due to equal investments in A as well B cities
- 331 properties under management with 2mn sqm of lettable area <sup>1)</sup> and a value of € 3.3 bn <sup>2) 3)</sup>
- Focused in areas with excellent and good economic performance, nearly 80% of portfolio

### Notes

1. Overall portfolio, DIC Asset's proportional share: lettable area of 1,270,000 sqm
2. DIC Asset's proportional share: value of nearly € 2.2 bn based on appraisal values
3. Portfolio figures as per 30 June 2009



- DIC Asset branches
- Region with excellent economic performance
- Region with good economic performance  
(based on regional ranking of „Initiative Neue Soziale Marktwirtschaft“ 2009)

# Well balanced business model

**Core Portfolio**  
(45%)

- Long-term investment horizon under long leases
- High quality assets and tenants

**Value-added Portfolio**  
(44%)

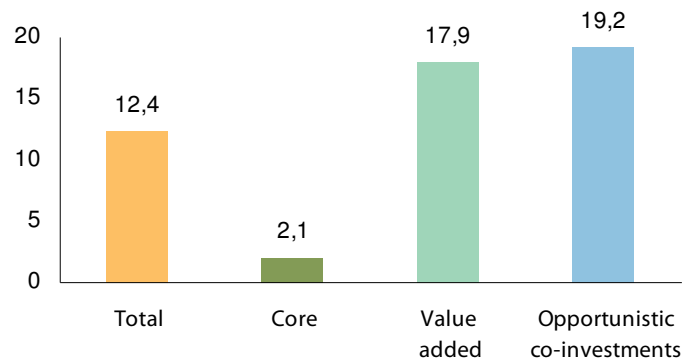
- Assets with value potential in the short or mid term
- Acquired as part of portfolios having a medium risk/return profile

**Opportunistic Co-investments**  
(11%)

- Minority interests as passive investor in Opportunistic investments of Deutsche Immobilien Chancen AG & Co. KGaA
- Higher value potential and higher risk return profile

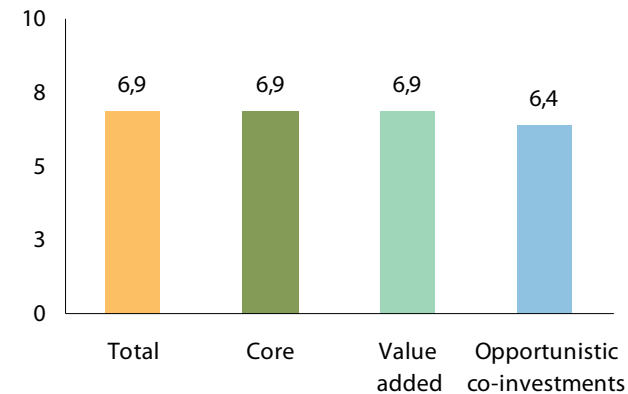
## Vacancy rates

Vacancy in sqm



## Gross yields

Annualized existing gross rent as % of market value <sup>1)</sup>



**Note**

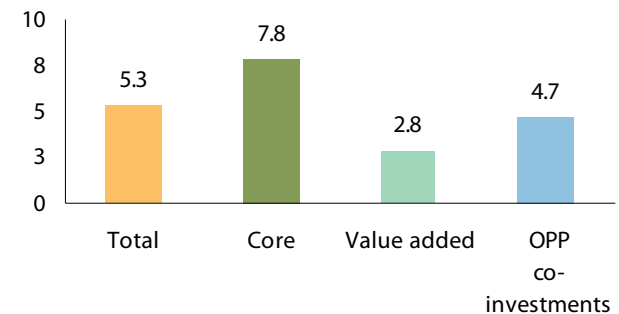
1. Developments and refurbishments not included

## Diversified tenant base and long remaining leases

- Around 1,600 commercial tenancies
- Strategic portfolio and tenant diversification to minimize risk
  - Long remaining lease contracts
  - Cash flow protection through sector diversification
- Average lease terms stable at 5.3 years
- 20% from the public sector (e.g. City of Hamburg, State of Hesse, Deutsche Bahn); 19% from retail sector (e.g. Metro Group, C&A, Edeka)

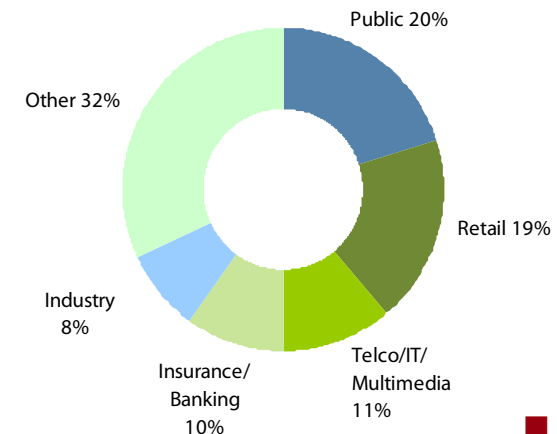
### Long Remaining leases

in years



### Tenants by industry sector

in % of rental income



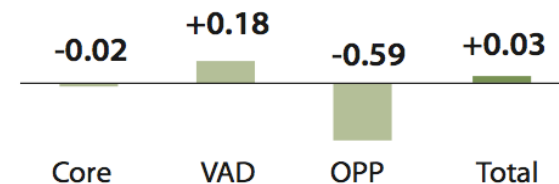
## Internal management achieves significant letting results

- Letting activities of 128,400 sqm in H1 2009, 9% higher than in H1 2008 – representing an annualized rent of € 12.4 mn
- Several big letting contracts in Q2/09: 9,000 sqm in Mannheim, 7,000 sqm in Hamburg, 6,500 sqm for prime retail space (Bochum) and 4,000 sqm new letting in Lighthouse (former Deutsche Börse building)
- Focus on renewals: two thirds of letting results
- Potential expiring rental leases for 2010 already reduced from 11.1% to 8.1% - around 30% to € 11.7 mn
- Average rent per sqm increased by 1.3% from € 10.50 to € 10.64

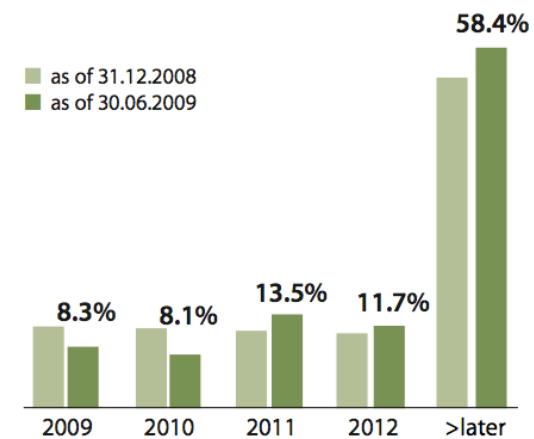
### Notes

1. Developments not included
2. Including break-up clauses
3. Revolving contracts excluded

Like-for-like rental growth as per 30 June 2009 <sup>1)</sup>  
in %

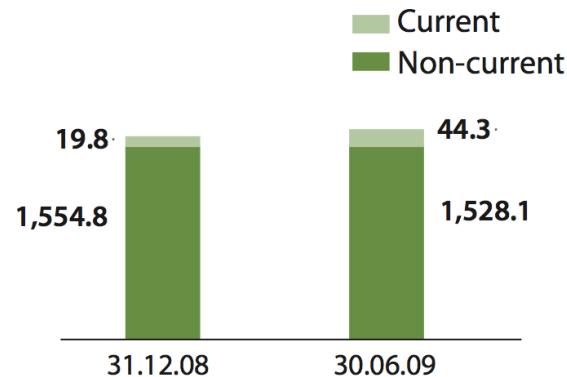


Potential Expiring Rental Leases as per 30 June 2009  
% of rental income <sup>2), 3)</sup>

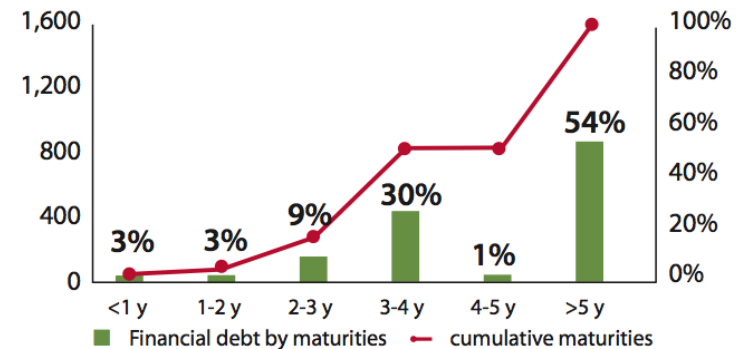


## No refinancing requirements – Interest rates reduced

Financial debt structure as per 30 June 2009  
in € mn



Financial debt maturities as per 30 June 2009  
in € mn

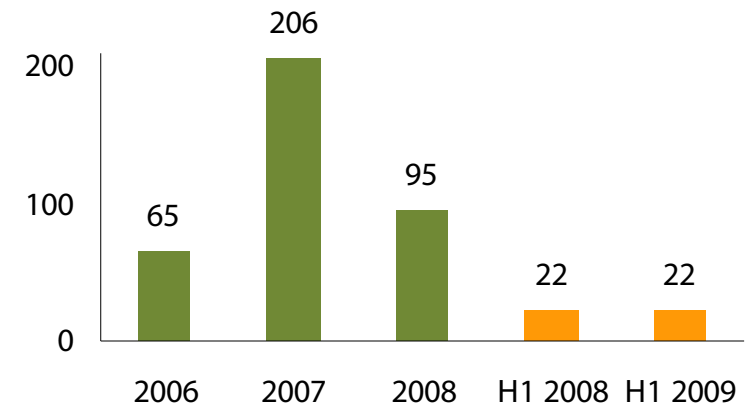


- Portfolio-wise non-recourse financing, no cross-collaterals
- Around 90% of all interests are long-term fixed
- In total € 1.57 bn financial debt; short term maturity of 3% in the next twelve months (€ 44.3 mn)
- Robust financial model meets all contractual requirements
- Significant reduction in the average interest rate by 25 bp to 4.72% from 4.97% (as of 31.12.2008)

## Successful disposals with a selective strategy

- Focus stays on small and medium sized assets for private individuals and traditional German players
- Portfolio suited for current transaction market:  
around 100 properties with rental space below 2,500 sqm and value up to € 6 mn
- Disposal volume amounts to € 22 mn in H1 2009: over market value respectively book value

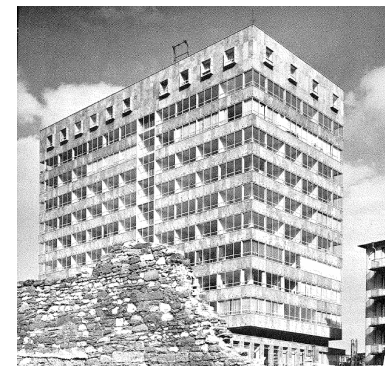
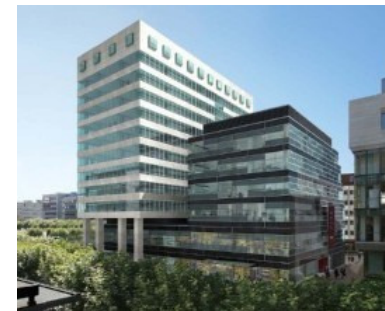
Disposal volume  
in € mn



## Value driver refurbishment: Innovation and high performance

### “Bienenkorbhaus” at Zeil, Frankfurt

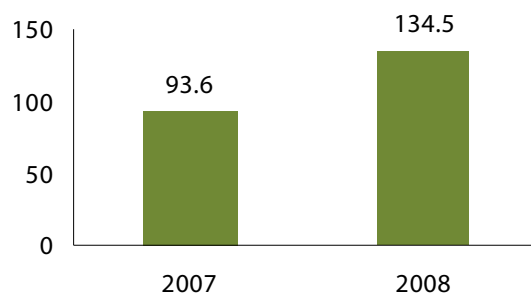
- Start of the refurbishment in August 2007, completion finished – Opened in April 2009
- Optimized usage of prime retail location, around 80% occupancy rate. Further tenants in negotiations
- Stable anchor tenants represent 60% of cash flow
- Exit planned until mid of 2010



# Annual Results 2008

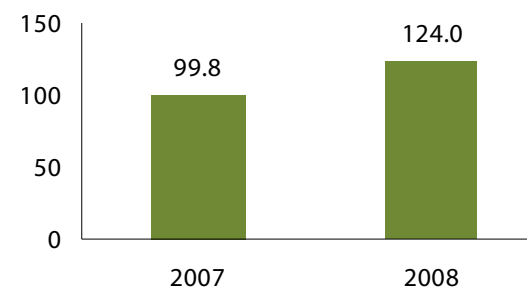
## Rental Income

in € mn



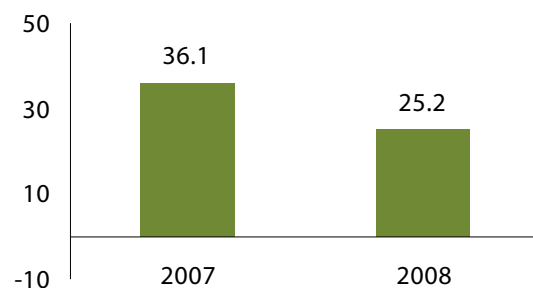
## EBITDA

in € mn



## Profit for the period

in € mn



## FFO<sup>1)</sup>

in € mn

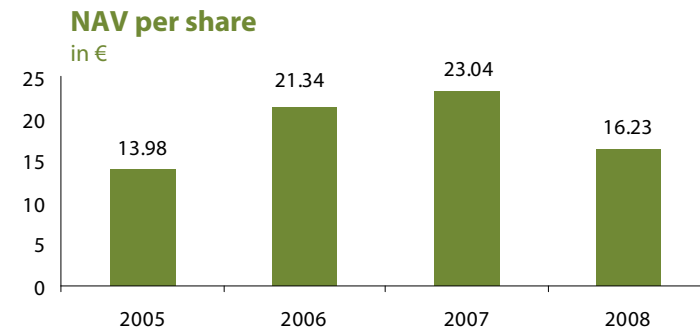
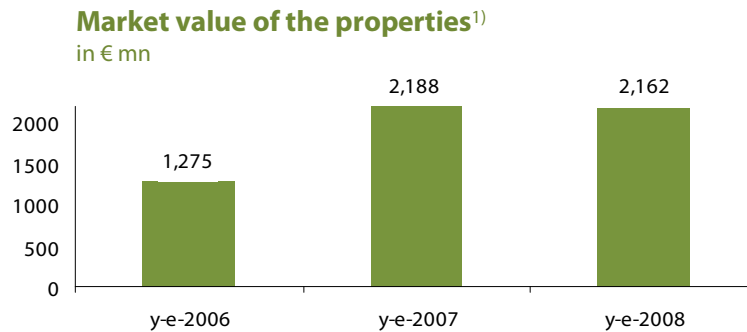


- Rental income increased by 44% to € 134.5 mn
- Sub-proportional increase in personal and administrative costs to € 15.4 mn, nearly 10% below increase of rental income
- Profit for the period of € 25.2 mn, respectively € 0.80 per share
- FFO<sup>1)</sup> increased by 8% per share; nearly stable with € 1.54

**Note**

1. FFO (Funds from Operations): Earnings before depreciation and amortization, taxes and gains on disposals and development projects

## Valuation 2008 in a challenging market environment

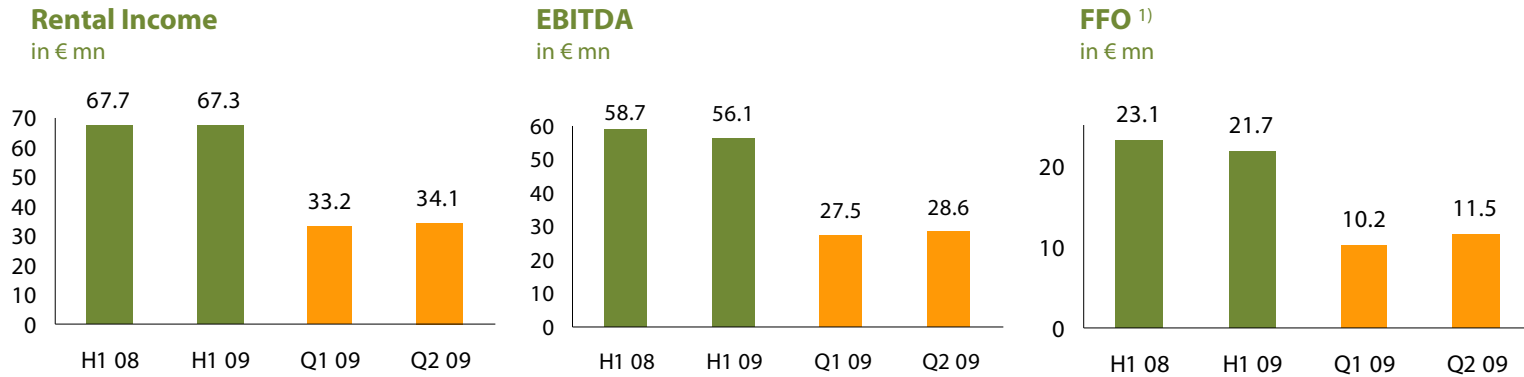


- Reduction of market value of around 8.5%
- Improvement of rental income base on the one hand; change in general environment on the other hand
- Overall the proportional market value at the end of 2008 amounts to € 2.2 bn <sup>1)</sup>
- NAV per share of € 16.23 to end of 2008

**Note**

1. Figures reflect DIC Asset's share

## Half year results 2009



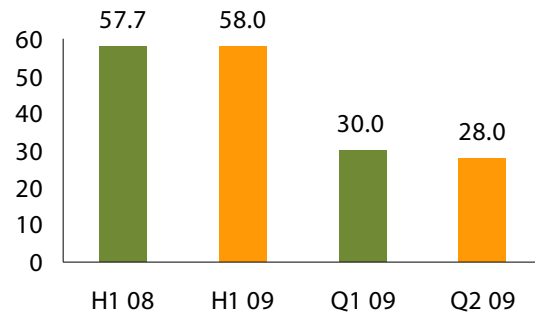
- Rental income increased compared to previous quarter and at the level of H1 2008
- EBDA of € 11.2 mn in Q2, raised by 1.3 mn compared to Q1
- FFO increase in Q2 to € 11.5 mn due to interest reduction while income remained stable; FFO per share at € 0,71
- After depreciation and taxes € 6.1 mn profit for H1 2009, translates to € 0.20 per share

**Note**

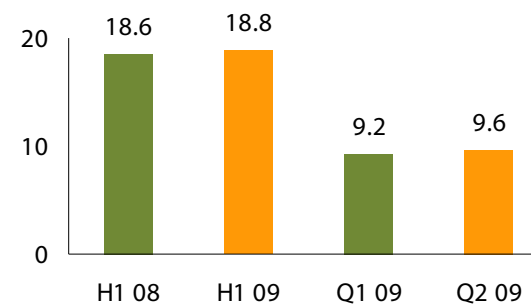
1. FFO (Funds from Operations): Earnings before depreciation and amortization, taxes and gains on disposals and development projects

## Strong cash flow base

**Cash generated from operations**  
in € mn

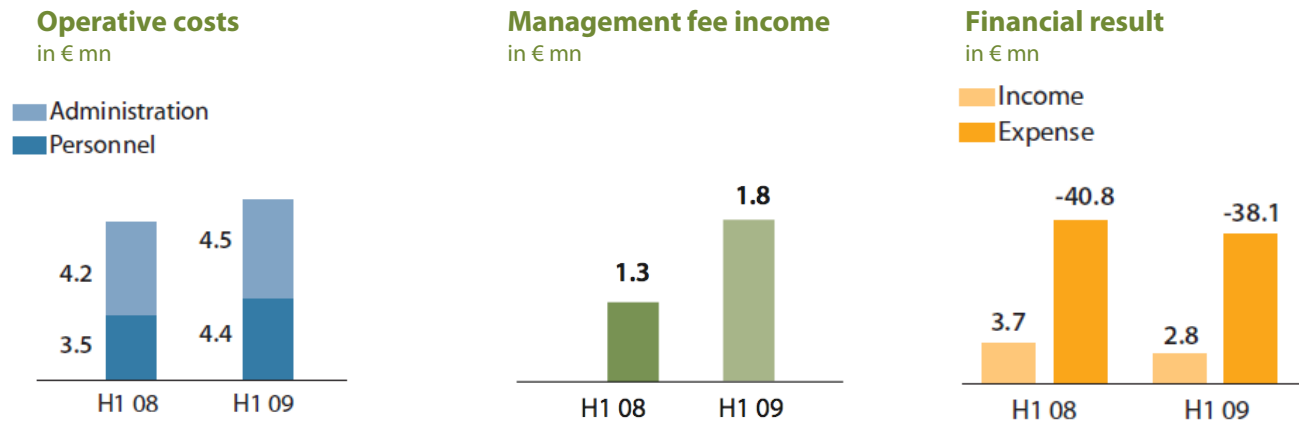


**Cash generated from operating activities**  
in € mn



- Cash flow generated from operations of € 58.0 mn in H1 2009
- Cash flow from operating activities – after interest and taxes paid - amounts to € 18.8 mn, slight increase compared to H1 2008
- Increase of € 0.4 mn compared to Q1/09

## Stable income and moderate cost structure in H1 2009



- Increase of personal and administrative costs – due to intensified asset and property management – as planned to € 8.9 mn
- € 1.8 mn management fee income (+31%)
- Efficient operations: net of fee income ratio of 10.7%
- Interest expenses reduced by € 2.7 mn to € 38.1 mn and Interest cover ratio (NRI/interest expenses) increased by 6 percentage points to 165 %

# Outlook

- Our focus remains: **Strong letting activities**
  - Stable occupancy rate
  - Keep cash flow safe
- **Ongoing disposal strategy** of smaller assets powered by German expertise and network
- Looking for **upcoming investment opportunities** in 2010
- Keep **strong financial downside protection**
- FFO target of **€ 34-36mn**





## Appendix

## Making It Happen – The DIC Management



### **Ulrich Höller FRICS (43)**

CEO at DIC Asset since 2002

Business Administration Graduate,  
specialist in Real Estate Economics  
(ebs)

Fellow of the Royal Institution of  
Chartered Surveyors

Over 17 years of experience in the  
real estate sector

- Company Strategy
- Sales & Acquisitions



### **Markus Koch (46)**

CFO at DIC Asset since 2003

Business Administration Graduate  
Certified auditor and worked over  
10 years at PwC

Long-term experience as a CFO of  
a German real estate group

- Finance
- Controlling & Treasury



### **Dr. Jürgen Schäfer FRICS (47)**

COO at DIC Asset since 2007

Law Graduate, specialist in  
Real Estate Economics (ebs)

Fellow of the Royal Institution of  
Chartered Surveyors

Over 16 years of experience in the  
real estate sector

- Asset & Property Management

## Creating potential through redevelopment skills



### “MainTor”, Frankfurt

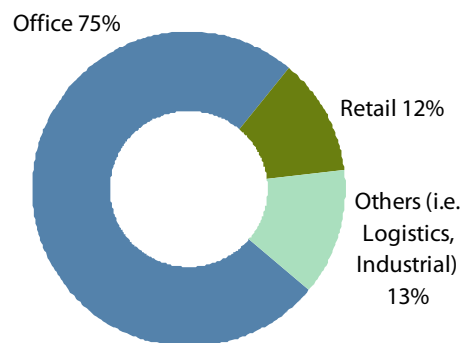
- Enclosed industrial area develops into an open and modern inner city quarter
- Uplift in space of nearly 40% from 64,000 to around 105,000 sqm (new Masterplan)
- DIC Group took over MSREF’s 50% share in the project; now controls 100% of the development
- DIC Asset AG’s minority interest now at 40% (20% so far)
- Active marketing measures have started

### “Opera Offices”, Hamburg

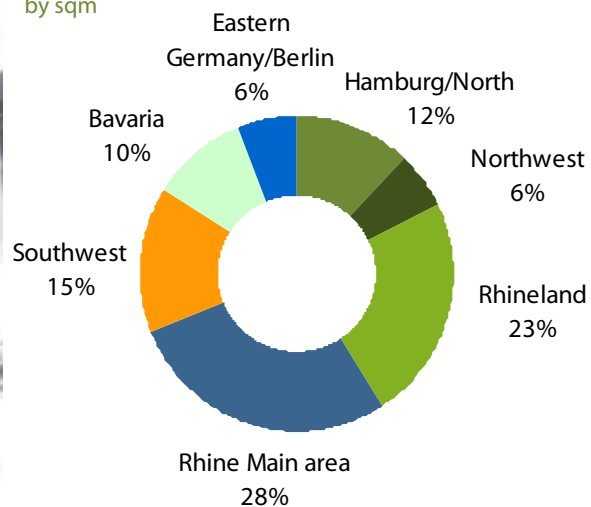
- Prominent site next door to opera house and close to famous “Binnenalster” in Hamburg
- Plans for redevelopment of the former back-office of Opera Hamburg are prepared
- Increase in rental space from 7,950 sqm after redevelopment (+60%) through building permission
- Project financing contract signed with Hamburger Sparkasse, covering financing requirement of EUR 35 mn

## Core Portfolio – First Class Assets

**Type of use**  
by sqm



**By region**  
by sqm



### Core portfolio overview as per 30 June 2009

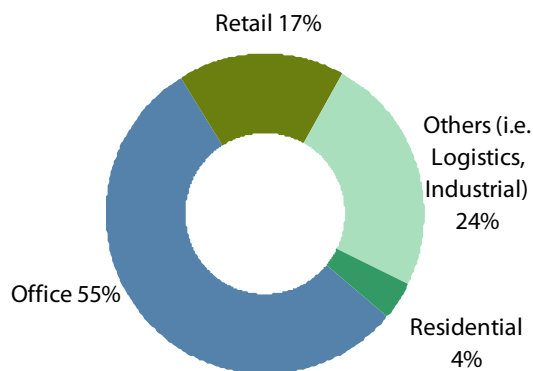
Number of properties	48
Lettable space (sqm) <sup>(1,2)</sup>	455,000
Gross rental income (€ mn p.a.) <sup>(1,2)</sup>	67.0
Average rent per sqm (€ per sqm p.m.) <sup>(1,2)</sup>	12.10
Acquisition costs (€ mn) <sup>(1,2)</sup>	1,045.1
Market value (€ mn) <sup>(1,2)</sup>	973.2
Vacancy rate <sup>(1,2)</sup>	2.1%
Weighted average remaining lease term (years) <sup>(1,2)</sup>	7.8
Average acquisition costs per sqm (€) <sup>(1,2)</sup>	2,295
Average market value per sqm (€) <sup>(1,2)</sup>	2,137
Average acquisition cost per property (€ mn) <sup>(1,2)</sup>	21.77
Average market value per property (€ mn) <sup>(1,2)</sup>	20.28
Average lettable area per property (sqm) <sup>(1,2)</sup>	9,489
Average rental income per property (€ mn p.a.) <sup>(1,2)</sup>	1.4
Gross yield <sup>(1,2,3)</sup>	6.9%

#### Notes

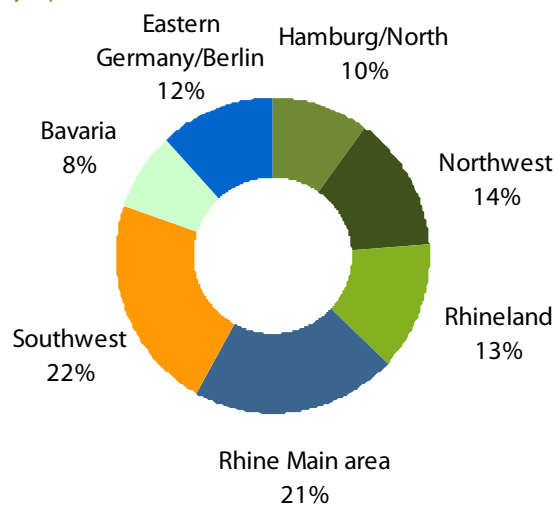
1. Figures reflect DIC Asset's shares in the properties
2. Developments and refurbishments not included
3. Annualized existing gross rent as % of market value

## Value-added Portfolio – Active Portfolio Management

### Type of use by sqm



### By region by sqm



### Value-added portfolio overview as per 30 June 2009

Number of properties	143
Lettable space (sqm) <sup>(1,2)</sup>	653,000
Gross rental income (€ mn p.a.) <sup>(1,2)</sup>	66.3
Average rent per sqm (€ per sqm p.m.) <sup>(1,2)</sup>	10.0
Acquisition costs (€ mn) <sup>(1,2)</sup>	1,024.3
Market value (€ mn) <sup>(1,2)</sup>	967.5
Vacancy rate <sup>(1,2)</sup>	17.9%
Weighted average remaining lease term (years) <sup>(1,2)</sup>	2.8
Average acquisition costs per sqm (€) <sup>(1,2)</sup>	1,569
Average market value per sqm (€) <sup>(1,2)</sup>	1,482
Average acquisition cost per property (€ mn) <sup>(1,2)</sup>	7.16
Average market value per property (€ mn) <sup>(1,2)</sup>	6.76
Average lettable area per property (sqm) <sup>(1,2)</sup>	4,565
Average rental income per property (€ mn p.a.) <sup>(1,2)</sup>	0.46
Gross yield <sup>(1,2,3)</sup>	6.9%

#### Notes

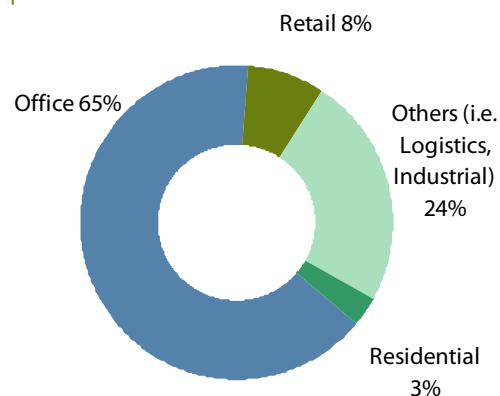
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3. Annualized existing gross rent as % of market value

# Opportunistic Co-investments...

... have a significantly higher value appreciation, but also higher risk

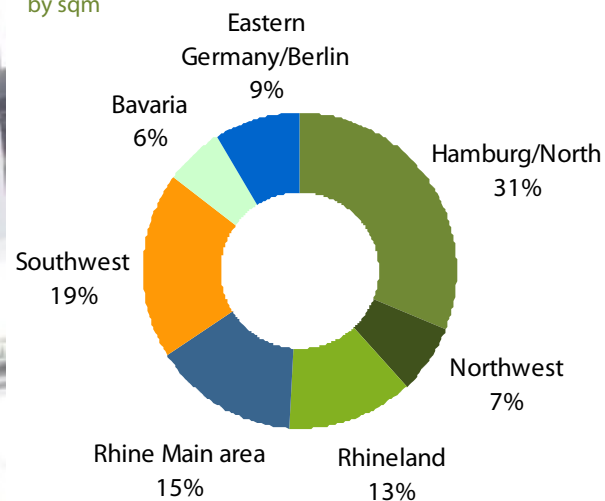
## Type of use

by sqm



## By region

by sqm



## Opportunistic co-investments portfolio overview

as per 30 June 2009

Number of properties	140
Lettable space (sqm) <sup>(1,2)</sup>	162,000
Gross rental income (€ mn p.a.) <sup>(1,2)</sup>	13.6
Average rent per sqm (€ per sqm p.m.) <sup>(1,2)</sup>	8.30
Acquisition costs (€ mn) <sup>(1,2)</sup>	226.6
Market value (€ mn) <sup>(1,2)</sup>	239.0
Vacancy rate <sup>(1,2)</sup>	19.2%
Weighted average remaining lease term (years) <sup>(1,2)</sup>	4.7
Average acquisition costs per sqm (€) <sup>(1,2)</sup>	1,399
Average market value per sqm (€) <sup>(1,2)</sup>	1,475
Average acquisition cost per property (€ mn) <sup>(1,2)</sup>	1.62
Average market value per property (€ mn) <sup>(1,2)</sup>	1.70
Average lettable area per property (sqm) <sup>(1,2)</sup>	1,157
Average rental income per property (€ mn p.a.) <sup>(1,2)</sup>	0.1
Gross yield <sup>(1,2,3)</sup>	6.4 %

### Notes

1. Figures reflect DIC Asset's shares in the properties
2. Developments and refurbishments not included
3. Annualized existing gross rent as % of market value



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