

---

## CONTENT

|  |           |
|--|-----------|
| <b>1. Executive Summary</b>                    | <b>03</b> |
| <b>2. German Economy</b>                       | <b>04</b> |
| <b>3. Investment Market</b>                    | <b>05</b> |
| <b>4. Leasing Market</b>                       | <b>06</b> |
| <b>5. General Market Trends</b>                | <b>08</b> |
| <b>6. Food Retail Market</b>                   | <b>09</b> |
| <b>7. Asset Manager's Viewpoint</b>            | <b>12</b> |
| <b>8. CORPUS SIREO Asset Management Retail</b> | <b>14</b> |
| <b>9. Contact Details</b>                      | <b>15</b> |

## FOOD RETAILING BECOMING INCREASINGLY DIVERSE

| Retail Formats |                           |                                       |           |                       |                            |                   |               |                   |   |                     |                |
|----------------|---------------------------|---------------------------------------|-----------|-----------------------|----------------------------|-------------------|---------------|-------------------|---|---------------------|----------------|
|                | Property Size [sqm]       | Sales Area                            |           |                       |                            |                   | Price Segment | Typical Tenants   | Reachability by foot                      | Reachability by car |                |
|                |                           | very small                            | small     | medium                | large                      | very large        |               |                   |   |                     |                |
| Food           | Rental Area               | -                                     | < 500 sqm | 500 - 1,500 sqm       | 1,500 -2,500 sqm           | 2,500 - 5,000 sqm | > 5,000 sqm   |                   |   |                     |                |
|                | SB-Warehouse              | >15,000                               | X         |                       |                            |                   |               | medium-high       | Kaufland, Toom                            | Important           | Very Important |
|                | Large Supermarket         | >3,000                                | X         |                       |                            |                   |               | medium            | REWE, Famila                              | Important           | Very Important |
|                | Supermarket               | 1,000 - 3,000                         | X         |                       |                            |                   |               | medium            | EDEKA, REWE                               | Very Important      | Important      |
|                | Small Supermarket         | Mostly shared site with other tenants | X         |                       |                            |                   |               | medium            | REWE City/to go, Tegut City, SPAR Express | Very Important      | Not Important  |
|                | Discounter                | >5,000                                | X         |                       |                            |                   |               | low               | Aldi, Lidl, Netto, Penny                  | Important           | Very Important |
|                | Organic Supermarket       | 300-800                               | X         |                       |                            |                   |               | high              | Alnatura, Denn´s                          | Very Important      | Not Important  |
| Non-Food       | Retail Warehouse          | Depending on concept; >1,000          | X         | X [toys; electronics] | X [electronics; furniture] | X [furniture]     | low – medium  | Saturn, Deichmann | Important                                 | Important           |                |
|                | Warehouse                 | Depending on concept                  | X         |                       |                            |                   |               | medium            | Karstadt, Galerie Kaufhof                 | Very important      | Important      |
|                | Department Store          | Depending on concept                  | X         | X                     | X                          | X                 | X             | medium – high     | C&A, H&M, Zara                            | Very Important      | Important      |
|                | Boutique, Specialist Shop | Depending on concept                  | X         | X                     | X                          | X                 | X             | very high         | Benetton                                  | Important           | Important      |
|                | DIY- Market               | >1,000                                | X         |                       |                            |                   |               | low - medium      | Obi, Bauhaus                              | Not Important       | Very Important |
|                | Drugstore                 | >500                                  | X         |                       |                            |                   |               | low – medium      | DM, Rossmann                              | Important           | Important      |

Source: KPMG, CORPUS SIREO 2014