

The Art of Shopping

Company Presentation

May 2005

The Art of Shopping

Company



History

10.10.1997	Incorporation
28.09.2000	Start of business operations
02.01.2001	Going public
15.04.2003	Admission to the Prime Standard
14.07.2003	Admission to the SDAX
02.01.2004	Admission to the EPRA-Index
20.09.2004	Admission to the MDAX

Equity Story

Pure Player

- Deutsche EuroShop AG is Germany's only public company that invests solely in shopping centers.
- Shopping centers are attractive investments because of
 - continuously positive development of rents
 - stable long term growth
 - prime locations
 - high quality standards

Equity Story

14 Centers

 Participations in 14 shopping centers on high street and in established locations – nine in Germany and one each in Austria, France, Hungary, Italy and Poland

		Total	Deutsche EuroShop
_	Lettable space	526,000 m²	327,000 m²
	Retail shops	approx. 1,290	
	Investment	€ 1.95 billion	€ 1.2 billion
	Rents per year	€ 127 million	€ 77 million

Potential through sales-linked rents

- Indexed minimum rents and participation in sales growth of retail industry
- Occupancy rate > 99%
- Professional center management by external, long-term experienced companies like ECE, the European market leader in this industry

Equity Story

Targets

Main focus on NAV and dividend

- Long term net asset value enhancement
- "buy & hold"-strategy
- Stable and attractive dividends

Continuous growth

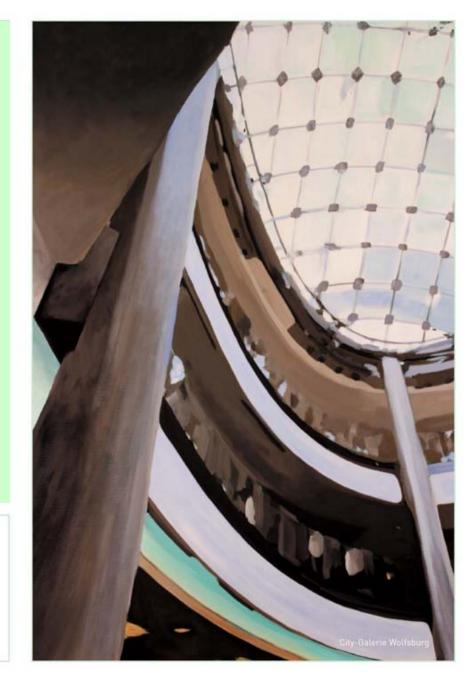
- Portfolio expansion by 10% per year
 - by acquisition of new shopping centers
 - by increase of existing amounts of holdings

Investment Case

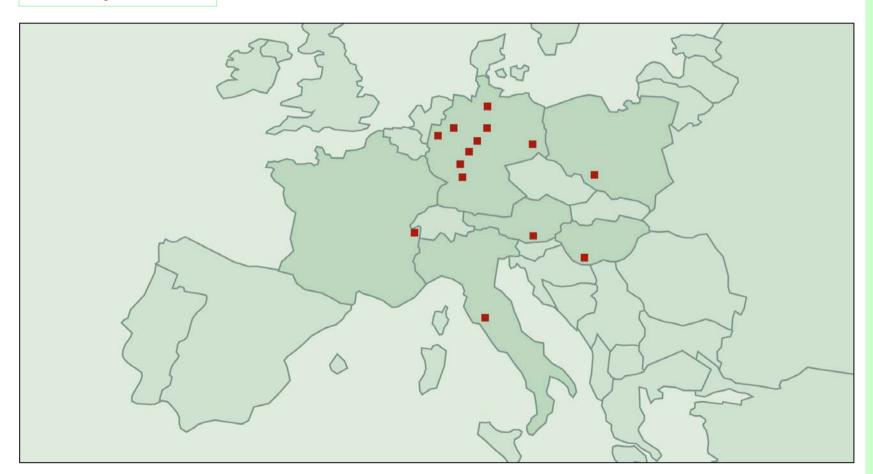
- Attractive <u>after-tax</u> dividend yield of currently 4.5%
- Net Asset Value per share €43.96 (+1%)
- Rating: entire portfolio was given an "very good" rating
- Consolidated equity ratio currently 50% (plan: >45%)
- Independent management with many years of experience in shopping center development
- Investment-focus: Germany and up to 25% Europe
- Risk diversification due to a portfolio of shopping centers and diversity of tenants

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Shopping Centers



Locations in Europe



Shopping Centers in Germany



Rhein-Ned	ckar-∠er	itrum
Viernhein	n	



64,000

3,500

92.8%

approx. 100

100%

1.2 m inhabitants

Nov. 2002



City-Galerie

Wolfsburg

89.0%

30,000

800

rd. 90

100%

0.6 m inhabitants

Sep. 2001

Investment
Lettable space sqm
Parking
Number of shops
Occupancy rate
Catchment area
Opening/refurbishm.

Location

Main-Taunus-Zentrum Frankfurt
37.4%
102,000
4,000
approx. 100
100%
2.2 m inhabitants
Sep. 2004

Shopping Centers in Germany



Altmarkt-Galerie Dresden

43,800

50.0%

520

approx. 100

99%

1.0 m inhabitants

Sep. 2002





Allee-Center

Hamm

87.7%

34,800

1,290

approx. 80

100%

1.0 m inhabitants

Mar. 2000

Location
Investment
Lettable space sqm
Parking
Number of shops
Occupancy rate
Catchment area
Opening/refurbishm.

City-Arkaden Wuppertal	The state of the s
72.0%	
28,100	
650	
approx. 90	
100%	
0.7 m inhabitants	
Oct. 2001	

Shopping Centers in Germany





City-Point

Kassel

40.0%

29,400

200

approx. 60

100%

0.8 m inhabitants

Feb. 2002

Location
Investment
Lettable space sqm
Parking
Number of shops
Occupancy rate
Catchment area

Phoenix-Center
Hamburg
50.0%
39,000
1,600
approx. 110
96%
0.6 m inhabitants
Sep. 2004

Forum Wetzlar
65.0%
34,300
1,700
approx. 110
100%
0.5 m inhabitants
Feb. 2005

Opening/refurbishm.

Shopping Centers in Europe



Centro Commerciale Tuscia, Viterbo Italy

92.8%

Shopping Etrembières

Annemasse

France

(8,000 +) 8,600

1.000

approx. 50

100%

0.8 m inhabitants

1994



15,200

100%

1,100

approx. 40

100%

0.3 m inhabitants

1998



Árkád **Pécs** Hungary

50.0%

34,200

850

approx. 130

100%

0.5 m inhabitants

2004

Location

Investment

Lettable space sqm

Parking

Number of shops

Occupancy rate

Catchment area

Opening/refurbishm.

Shopping Centers in Europe

		1
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Galeria Dominikanska Wrocław Poland

33.3%

32,600

920

approx. 100

100%

1.0 m inhabitants

2001



City-Arkaden Klagenfurt Austria

50.0%

30,000

850

approx. 120

70%

0.4 m inhabitants

Spring 2006

Location

Investment

Lettable space sqm

Parking

Number of shops

Occupancy rate

Catchment area

Opening/refurbishm.

Shopping Centers Total

Lettable space sqm
Parking
Number of shops
Occupancy rate*
Catchment area

Domestic
405,400
15,260
approx. 850
99%
8.6 m inhabitants

Inte	International	
	120,600	
	4,720	
	approx. 440	
	100%	
	3.0 m inhabitants	

Total Deutsche EuroShop
526,000
19,980
1,290
99%
11.6 m inhabitants

Center Management

Pro active center management for sustainable development









Our Tenants









Well-known tenants

















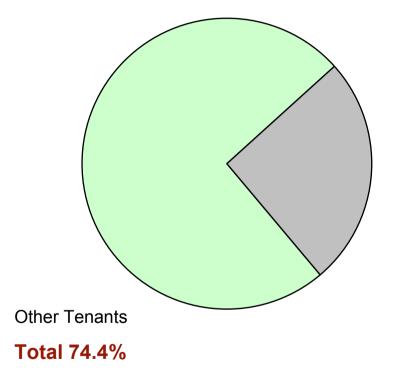






Tenants Structure Top 10 tenants

Low level of dependence on the top 10 tenants

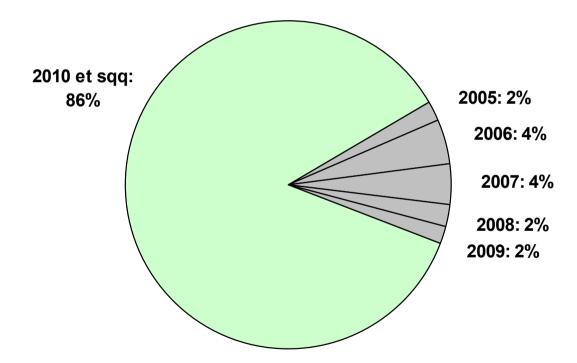


Total	25.6%
Palastbetriebe	1.4%
ESPRIT	1.4%
New Yorker	1.7%
Zara	1.8%
Engelhorn	1.8%
P & C	2.1%
H & M	2.7%
Karstadt-Group	3.0%
Douglas-Group	4.3%
Metro-Group	5.3%

Maturity
Distribution
of rental contracts*

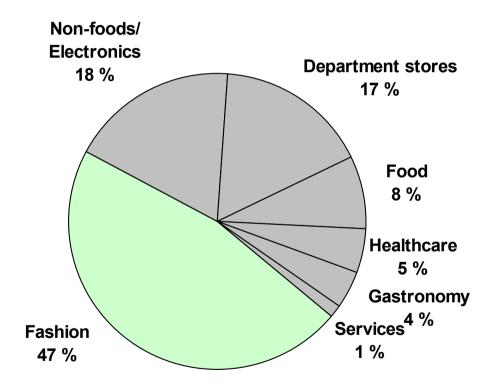
Long-term contracts guarantee rental income

Weighted maturity > 8 years



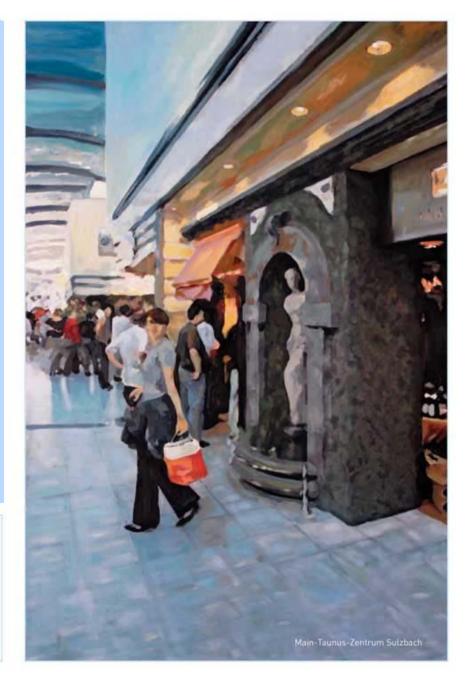
Sector diversification*

Balanced sector diversification



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Financials

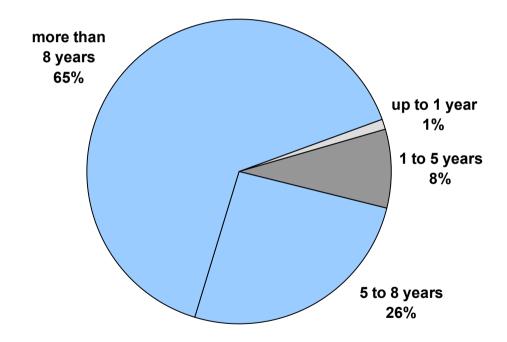


Balance Sheet

€ thousand	31 Mar. 2005	31 Dec. 2004	In/decrease
Fixed/non-current assets	1,207,751	1,203,251	4,500
Current assets	169,254	166,957	2,297
Total assets	1,377,005	1,370,208	6,797
Equity	689,593	684,412	5,181
Long term debt	610,426	597,662	12,764
Deferred taxes	53,374	51,676	1,698
Current liabilities	23,612	36,458	-12,846
Total liabilities	1,377,005	1,370,208	6,797

Liabilities - Maturities

Ø effective interest rate 5.66%



more than 5 years 91%

Summary Q1 2005

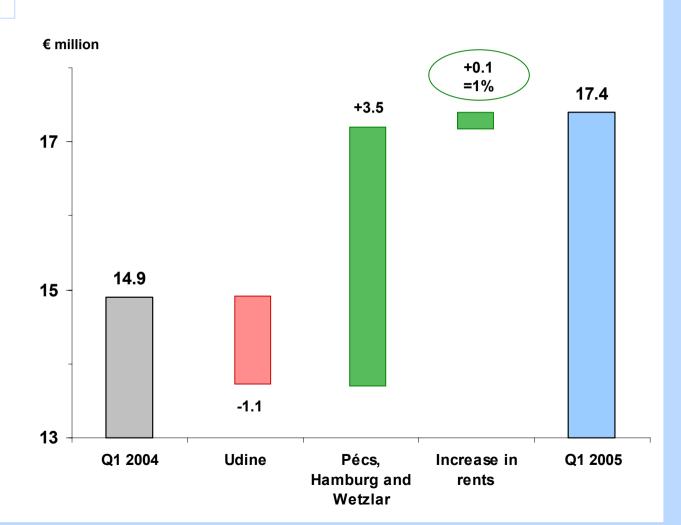
Revenue	€17.4 million	+17%
 EBIT currency adjusted 	€13.8 million €13.9 million	+5% +22%
 Net finance costs 	€-6.8 million	-36%
 Profit for the period currency adjusted 	€4.4 million €4.5 million	-25% +11%
• EPS	€0.28	-25%
 Retail sales in DES-Centers increased by +1.8% in Germany +3.0% in total Official German retail sales: +1.0% 		

Profit and Loss Account

€ thousand	1 Jan 31 Mar. 2005	1 Jan 31 Mar. 2004	in/decrease
Revenue	17,408	14,891	17%
Other operating income	489	2,015	
Expenses	-4,055	-3,683	
Depreciation and amortization	-4	-3	
EBIT	13,838	13,220	5%
Net interest expense	-7,679	-6,012	
Income from investments	1,043	1,076	
Valuation result	-156	-47	
Net finance costs	-6,792	-4,983	
EBT	7,046	8,237	-14%
Taxes	-2,028	-2,144	
Minority interests in earnings	-573	-187	
Cons. net profit for the period	4,445	5,906	-25%

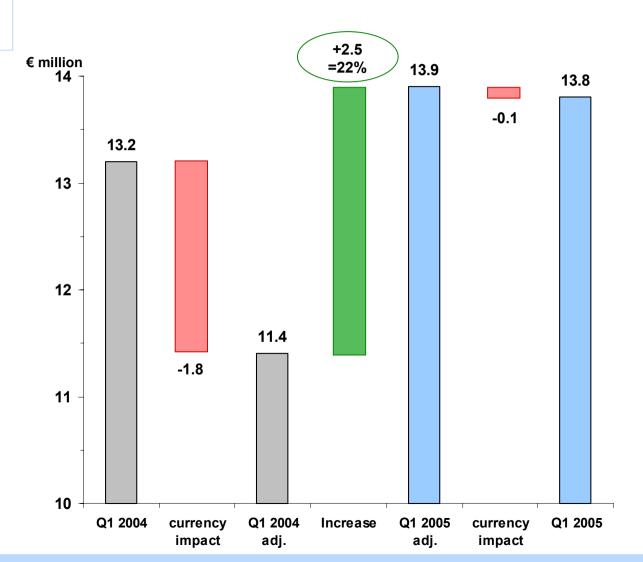
Revenue Bridge Q1 2004 - Q1 2005

Revenue +17% comparable +1%



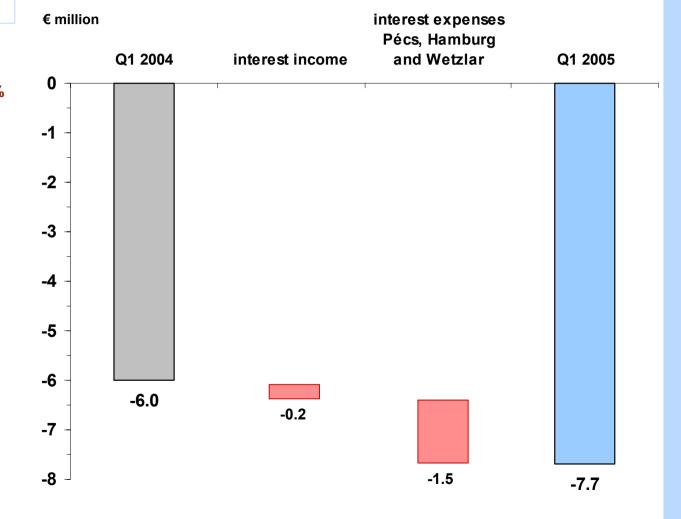
EBIT Bridge Q1 2004 - Q1 2005

EBIT +5% currency adjusted +22%



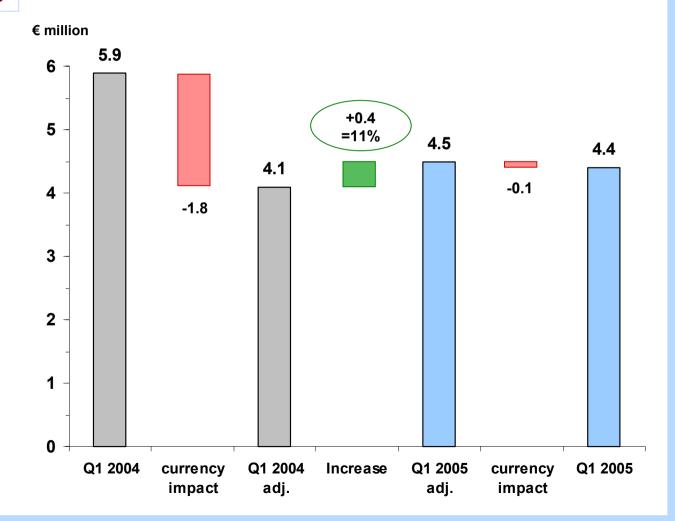
Net Interest Expense Bridge Q1 2004 - Q1 2005

Net interest expense -36%



Profit Bridge Q1 2004 - Q1 2005

Profit -25% currency adjusted +11%



68-72

Forecast 2005

NAV 2005:

initial valuation of

Forum Wetzlar and

Phoenix-Center Hamburg

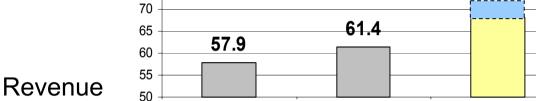
Acquisition volume:

+++ The Shopping Center Company +++

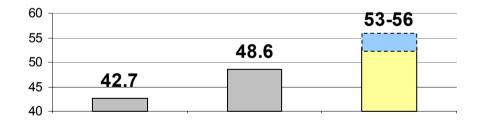
€ 100 to 150 million

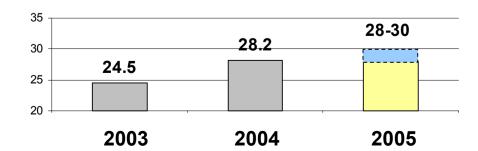
€ million

75



EBIT

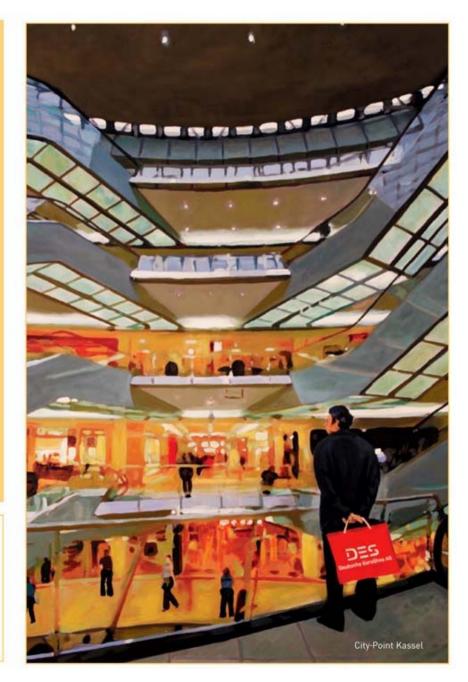




EBT

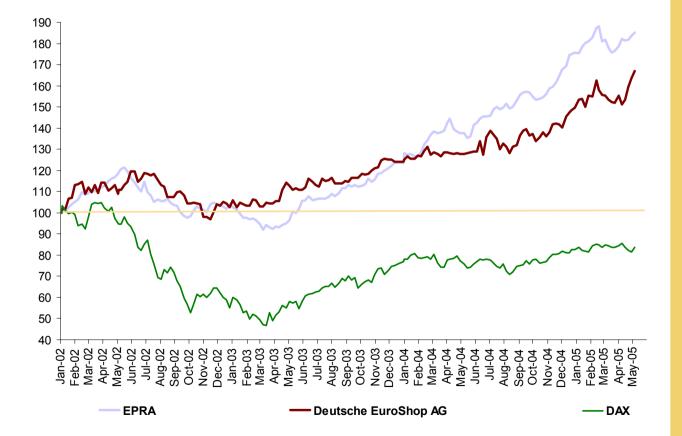
(currency adjusted; without valution result) The Art of Shopping

Shopping Center Share



Trend of the Share in comparison with DAX and EPRA





Key data of the Share

Deutsche EuroShop AG

Listed since	02.01.2001
Nominal capital	€20 million
Outstanding shares	15,625,000
Class of shares	Registered shares
(proposed) Dividend 2004 (23.06.2005)	€1.92
52W High	€43.50
52W Low	€32.10
Share price (06.05.2005)	43.02

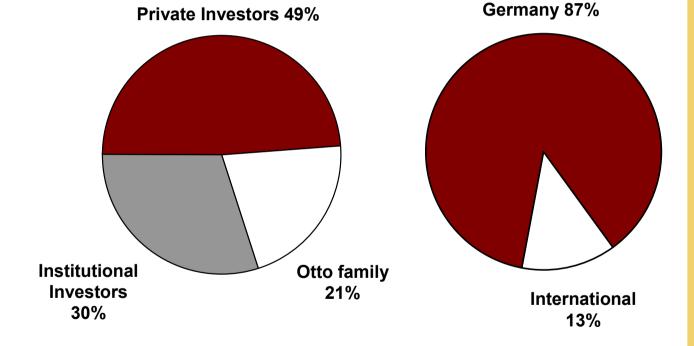
MarketCap > €650 million

States of States	. togictor ou critarios
(proposed) Dividend 2004 (23.06.2005)	€1.92
52W High	€43.50
52W Low	€32.10
Share price (06.05.2005)	43.02
Market capitalisation	€672 million
avrg. turnover per day 2005	37,400 shares
Indices	MDAX, EPRA, GPR 250, EPIX 30
Prime Standard	Prime Standard
Frime Standard	Frankfurt and Xetra
OTC market	Berlin-Bremen, Dusseldorf,
OTC market	Hamburg, Munich and Stuttgart
ISIN	DE 000 748 020 4
Ticker	DEQ, Reuters: DEQGn.DE
Designated Sponsor	Seydler AG, Frankfurt

Shareholder Structure

7,400 shareholders

Free float 79%



Coverage



















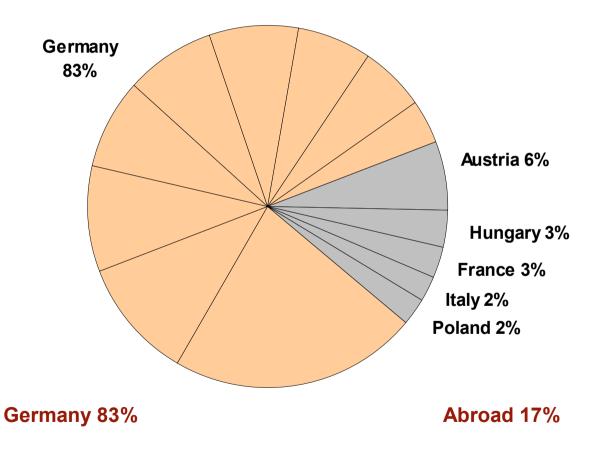
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Appendix



Investment Volume

The proportionate total investment volume amounts to € 1.2 billion



Financial Calendar 2005

10.05. Report on the first quarter 2005 11/12.05 Roadshow London 24.05. Sal. Oppenheim Real Estate Conference, London 01.06 DB German Corporate Conference, Frankfurt 02.06 Kempen & Co Property Seminar, Amsterdam 09./10.06. Roadshow Copenhagen, Helsinki and Stockholm 16.06. Morgan Stanley Property Conference, London 23.06. Annual General Meeting, Hamburg 10.08. Report on the first half 2005 28./29.09. HVB German Investment Conference, München 26.10 5. Property Share Initiative Conference, Frankfurt 10.11. Report on the first three guarters 2005

21.-23.11. German Equity Forum, Frankfurt am Main

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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 forwardlooking statements and does not assume any obligation to do so.