



# Deutsche Bank Fixed Income / AT1 Update

*Passion to Perform*

New York / Boston / Chicago, 12-14 November 2014



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This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of Deutsche Bank. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

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## 1 AT 1 Instrument

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## 2 Results, AQR and Strategy

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## Appendix

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# Key features

DB's SEC registered CRD4/CRR compliant Additional Tier 1 ("AT1") capital

Strengthens capital base and supports expected future leverage ratio requirements

CET1 of 14.7% / EUR 59.6 bn as of 30 September 2014

CET1 capital headroom as of 30 September 2014 of 9.6% / EUR 38.9 bn vs. trigger of 5.125%

Accelerate transition to CRD4/CRR capital structure



# Additional Tier 1 – Draft terms & conditions

(see prospectus supplement for detailed description)

|          |   |
|----------|---|
| Issuer   | — Deutsche Bank Aktiengesellschaft, Frankfurt am Main   |
| Notes    | <ul style="list-style-type: none"><li>— CRD4/CRR compliant USD-denominated Additional Tier 1 Notes</li><li>— Write-down, in whole or part, at 5.125% CET1 ratio (phase-in/group); write-up possible</li><li>— Perpetual Non-Call [X] with 5 year call intervals thereafter (unless written-down)</li><li>— Fixed rate with reset over 5-year swap rate, payable annually</li><li>— Non-cumulative discretionary cancellation of coupon payments; mandatory cancellation as required by the CRR</li><li>— Insolvency claims pari passu with claims in respect of subordinated obligations relating to legacy Tier 1 preferred securities</li><li>— Regulatory resolution measures (incl. bail-in)</li><li>— Extraordinary call rights relating to regulatory and tax (any time, incl. written-down)</li><li>— State of New York law with subordination provisions under German law</li></ul> |
| Offering | <ul style="list-style-type: none"><li>— USD 200,000 x USD 200,000 denomination</li><li>— SEC registered</li><li>— Euro MTF of the Luxembourg Stock Exchange (unregulated market segment)</li></ul>  |



# Additional Tier 1 – Draft structural features (see prospectus supplement for detailed description)

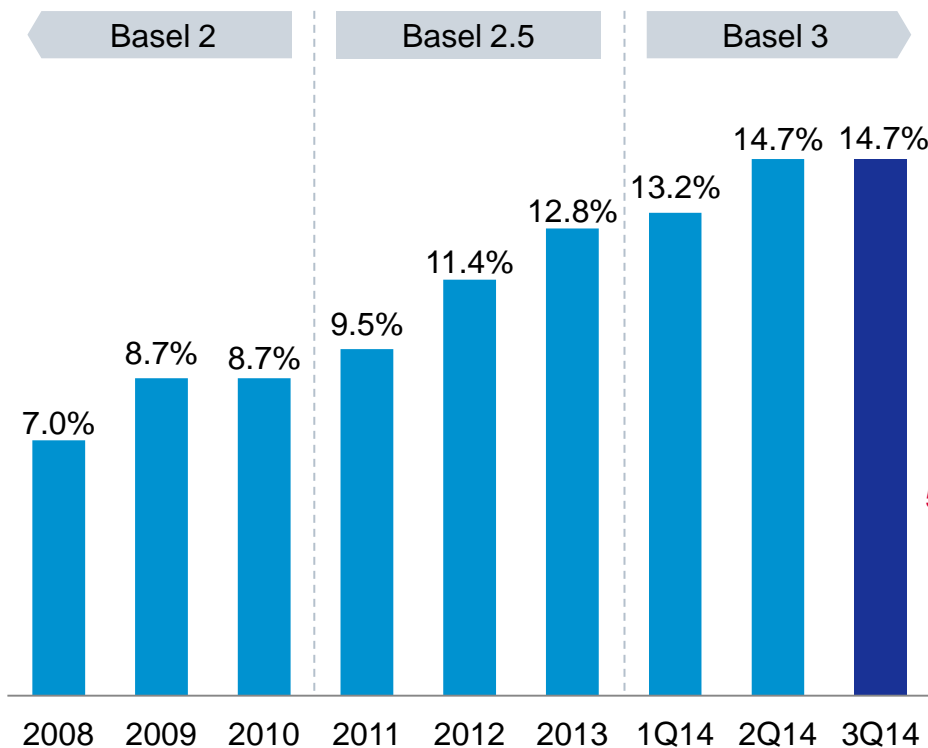
| Feature                           | Mechanism   |
|-----------------------------------|---|
| Cancellation of interest payments | <p>Interest payments will not be made, if the Bank elects to cancel the payment, in whole or in part, at its sole discretion. Interest payments will be cancelled:</p> <ul style="list-style-type: none"><li>— to the extent such payment of interest, together with any distributions previously made on Tier 1 Instruments in the then current fiscal year, would exceed a sum of Available Distributable Items, increased by the aggregate interest expense relating to Tier 1 Instruments reflected in the financial statements for the preceding year (see page 10), or</li><li>— if and to the extent the competent supervisory authority orders the Bank to cancel an interest payment in whole or in part or another prohibition of interest payments is imposed by law or an authority</li></ul> |
| Write-down mechanism              | <p>“Trigger Event” will have occurred if the CET1 ratio of the Bank, determined on a consolidated basis, falls below 5.125% (phase-in). The write-down will be effected on a pro-rata basis among all AT1 instruments sharing a trigger-based write-down mechanism in an aggregate amount as required to restore the consolidated CET1 ratio of the Bank to 5.125%</p>  |
| Write-up mechanism                | <p>The Bank may at its sole discretion in fiscal years subsequent to a write-down effect a write-up of the AT1 Instruments on a pro rata basis. The amount of such write-up will be limited by the proportion of the annual profit of the Bank which represents the share of the initial nominal amount of an individual AT1 Instrument subject to a write-down in the aggregate Tier 1 capital of the Bank before a write-up taking effect and will be further limited by MDA restrictions (Art. 141 (2) CRD4 as implemented by § 10c et sq. German Banking Act (KWG) and § 37 Solvency Regulation (SolvV)) applicable to the Bank at the time of such intended write-up. There is no right to any write-up.</p>   |
| Resolution Measures               | <p>Under the relevant resolution laws and regulations as applicable to the Issuer from time to time, the Notes may be subject to the powers exercised by the Issuer’s competent resolution authority to: (A) write down, including write down to zero, the claims for payment of the principal amount, the interest amount or any other amount in respect of the Notes; (B) convert the Notes into ordinary shares or other instruments qualifying as core equity tier one capital; and/or (C) apply any other resolution measure, including, but not limited to, (i) any transfer of the Notes to another entity, (ii) the amendment of the terms and conditions of the Notes or (iii) the cancellation of the Notes.</p>  |

# CT1/CET1 ratio development and AT1 headroom above trigger



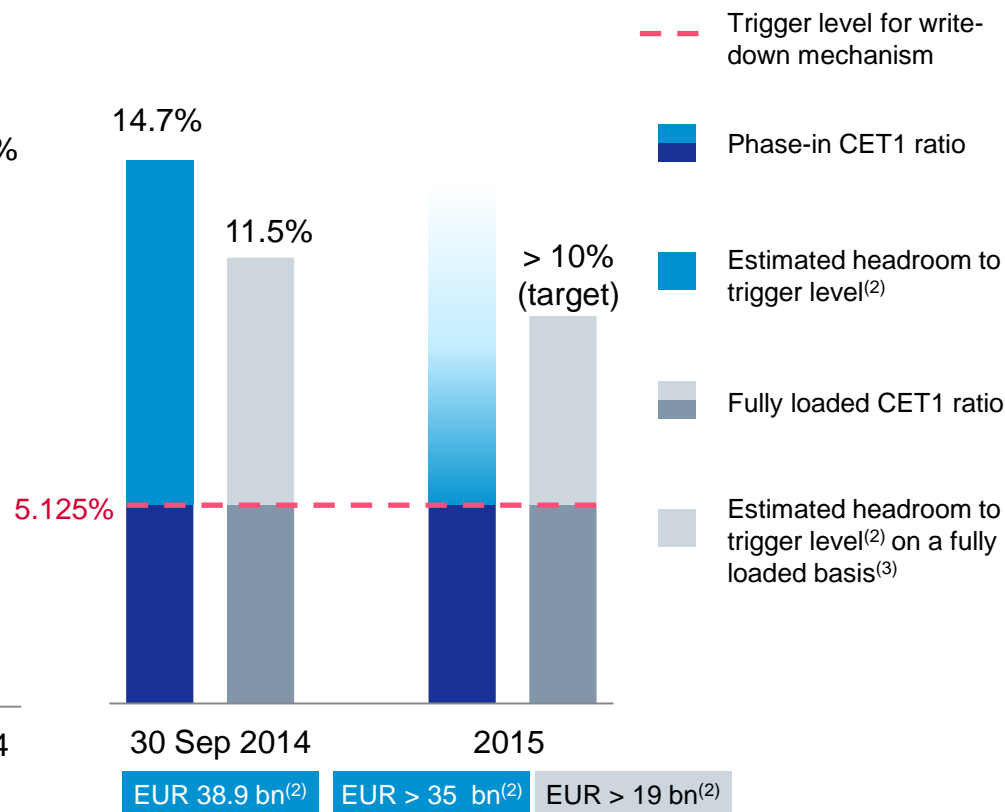
## CT1/CET1 ratio (2008 – 3Q2014)<sup>(1)</sup>

Reported CT1/CET1 ratio, period end



## AT1: Headroom above trigger

CET1 ratio



(1) Core Tier 1 / Common Equity Tier 1 ratio under relevant regulatory framework for 2008-2014

(2) This analysis is presented for illustrative purposes only and is not a forecast of Deutsche Bank's results of operations or capital position; pro-forma figures based on CRD4/CRR in its final implementation; RWAs under CRD4/CRR (phase-in) at EUR 404 bn as per 30 September 2014 and assumed to remain unchanged at 31 December 2015; linear phase-in of deductions of 20% p.a. starting in 2014 until 2018

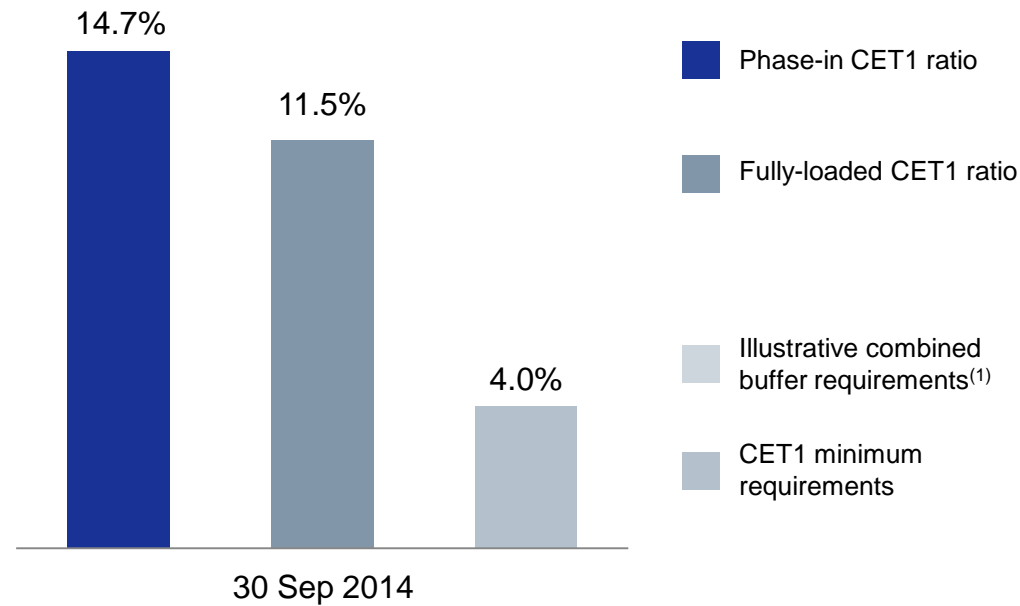
(3) Assuming that the provisions of CRD4/CRR which will apply by 2019 were to apply already in 2015



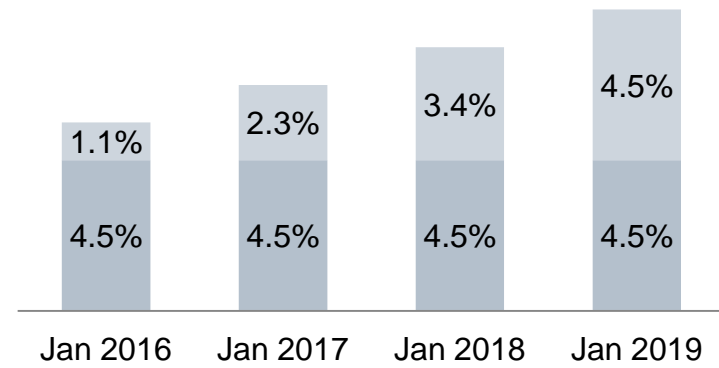


# AT1: Headroom above distribution restrictions

## CET1 ratio as of 30 Sep 2014



## Phase in of total CET1 requirements



The Additional Tier 1 Securities will rank senior to the Ordinary Shares in insolvency. It is the current intention of the Bank to take this ranking into consideration when determining discretionary distributions. It should be noted however that under German law and the Bank's Articles of Association, the shareholders as represented at the Annual General Meeting are empowered to decide dividends on common shares. The Bank may depart from this approach at its sole discretion.

Note: Maximum distributable amount ("MDA") restrictions on discretionary distributions (2) will apply upon combined buffer breach; phase-in starting in Jan 2016, completed by Jan 2019

- (1) Combined buffer: G-SIB additional buffer (2% as per Financial Stability Board publication as per 06 November 2014) and capital conservation buffer (2.5%)
- (2) Including dividends on ordinary shares, coupon payments on AT1 instruments and variable compensation

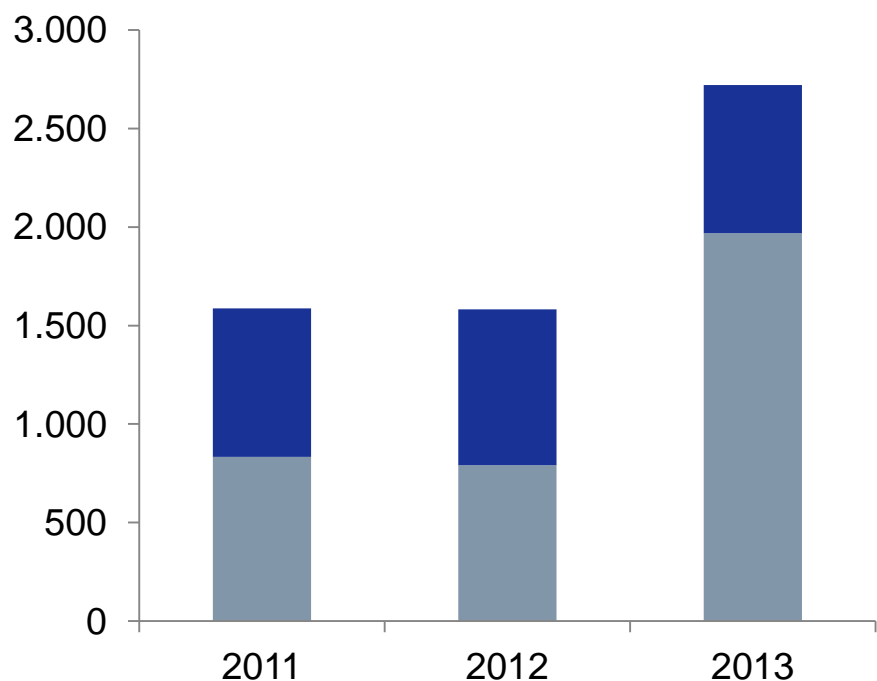


# Payment capacity for distributions on AT1

T1/AT1 interest expense are added to ADI

## Payment capacity for AT1 instruments

In EUR m



■ Available Distributable Items ("ADI")

■ Aggregate amount of interest expenses relating to Distributions on Tier 1 Instruments; as already recorded in P&L

(1) See Prospectus Supplement page 50

- Total payment capacity for AT1 instruments is "Available Distributable Items" plus "Aggregate amount of interest expenses relating to Distributions on Tier 1 Instruments"<sup>(1)</sup> from previous year (as already recorded in P&L); see prospectus for definitions
- Payment capacity for 2014 coupons would be EUR 2.7 bn, based on 2013
- Payment capacity is consumed on a sequential basis through the year by distributions on Tier 1 and common equity
- AT1 coupon on 30 April (first coupon on 30 April 2015), payable annually, prior to payment of common dividend
- Deutsche Bank has paid a common dividend over the last 50 years



# AT1 instrument

## Deutsche Bank format

Trigger level: 5.125% CET1 (no super-equivalence)

Capital buffer: Significant buffer of 9.6% / EUR 38.9 bn vs. trigger of 5.125% (Sep 2014)

Distributions: ADI increased by interest expenses for Tier 1 from previous year

Interest-rate risk: 5-year reset over swap rate limits exposure

# Agenda



1 AT 1 Instrument

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**2 Results, AQR and Strategy**

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Appendix

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# 2013 and 9M2014: Results at a glance

In EUR bn, unless otherwise stated

|                                 | 2012  | 2013                       | 9M2013 | 9M2014      |       |
|---------------------------------|---|----------------------------|--------|-------------|-------|
| <b>Profitability</b>            | Income before income taxes                    | 0.8                        | 1.5    | 3.2         | 2.9   |
|                                 | Net income                                    | 0.3                        | 0.7    | 2.0         | 1.3   |
|                                 | Diluted EPS (in EUR)                          | 0.26                       | 0.62   | 1.90        | 1.00  |
|                                 | Post-tax return on average active equity      | 0.5%                       | 1.2%   | 4.9%        | 2.8%  |
|                                 | Cost / income ratio (reported)                | 92.5%                      | 89.0%  | 82.0%       | 85.0% |
|                                 | Cost / income ratio (adjusted) <sup>(1)</sup> | 73.1%                      | 72.5%  | 69.2%       | 73.6% |
|                                 | 31 Dec 2012 <sup>(2)</sup>                    | 31 Dec 2013 <sup>(2)</sup> |        | 30 Sep 2014 |       |
| <b>Balance sheet</b>            | Total assets IFRS                             | 2,022                      | 1,611  |             | 1,709 |
|                                 | Leverage exposure <sup>(3)</sup>              | 1,683                      | 1,445  |             | 1,526 |
|                                 | Risk-weighted assets (CRD4, fully-loaded)     | 401                        | 350    |             | 402   |
|                                 | Tangible book value per share (in EUR)        | 40.32                      | 37.87  |             | 37.37 |
| <b>Regulatory ratios (CRD4)</b> | Common Equity Tier 1 ratio (phase-in)         | 12.4%                      | 14.6%  |             | 14.7% |
|                                 | Common Equity Tier 1 ratio (fully loaded)     | 7.8%                       | 9.7%   |             | 11.5% |
|                                 | Leverage ratio (fully loaded) <sup>(3)</sup>  | 1.9%                       | 2.4%   |             | 3.2%  |

Note: Numbers may not add up due to rounding

(1) Adjusted cost base divided by reported revenues

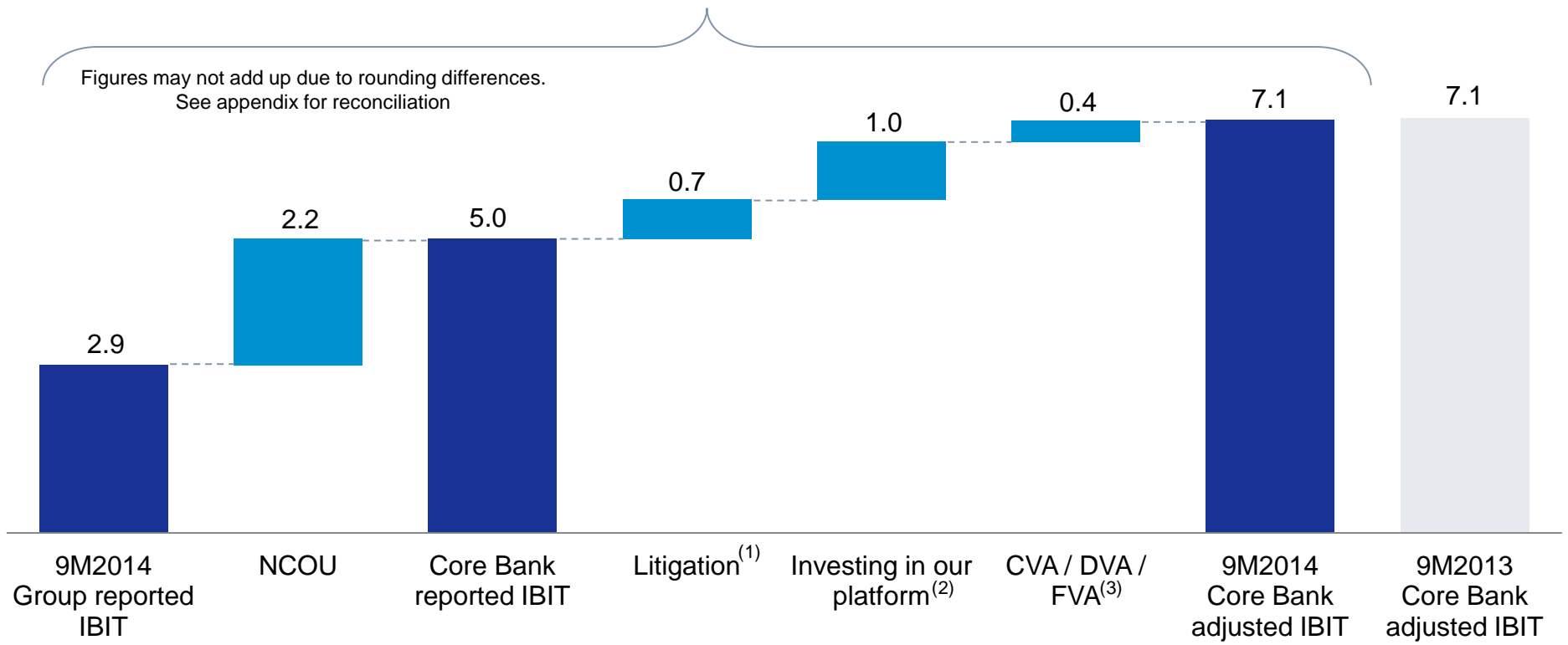
(2) All CRD 4 measures as of 31 Dec 2012 and 31 Dec 2013 are shown pro-forma

(3) 31 Dec 2012 and 31 Dec 2013 based on previous CRD 4 rules, 30 Sep 2014 based on revised rules



# We are now in the third year of addressing issues and investing in the future, in EUR bn

9M2014 Group reported IBIT to Core Bank adjusted IBIT: **EUR 4.2 bn**

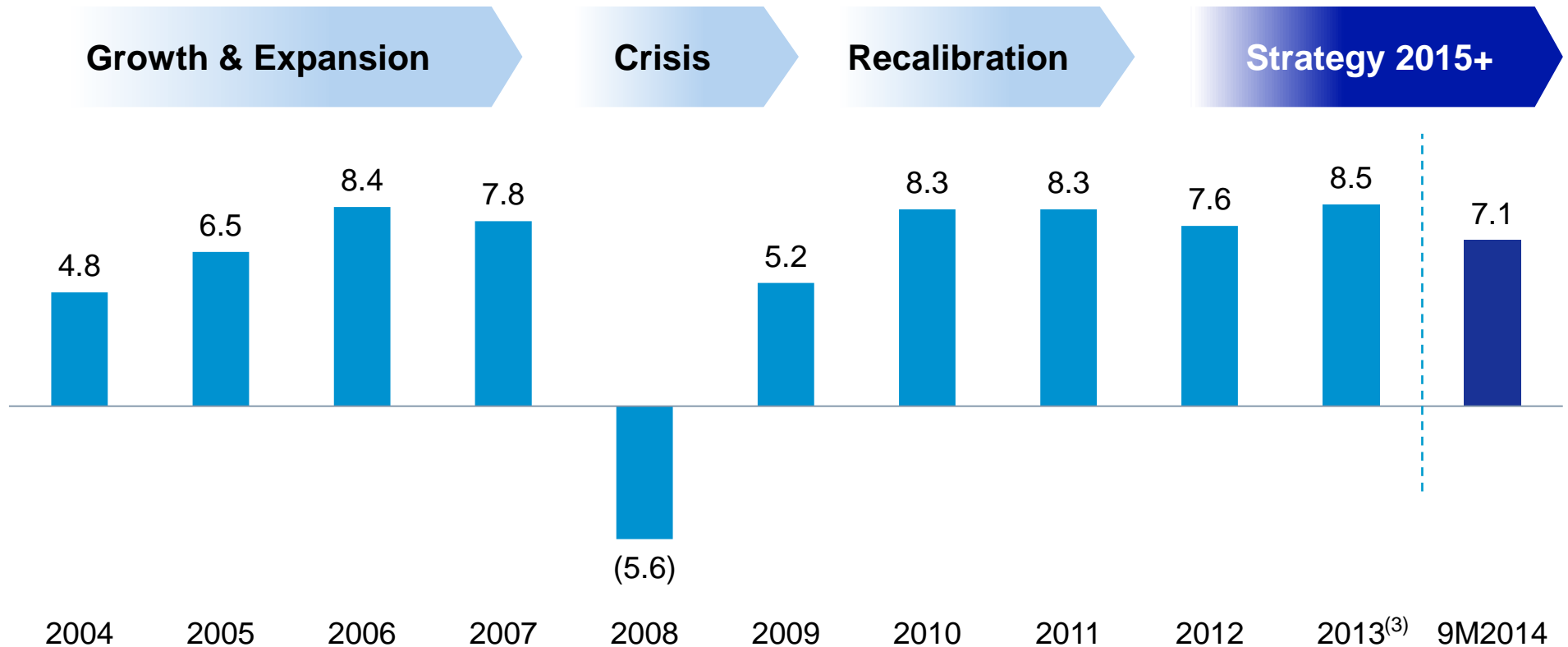


(1) Core Bank-related litigation; impairment of goodwill & litigation  
 (2) Cost to Achieve (CtA) related to Operational Excellence program / restructuring and other severances  
 (3) CVA (Credit Valuation Adjustment): Adjustments made for mark-to-market movements related to mitigating hedges for Capital Requirements Regulation / Capital Requirements Directive 4 risk-weighted assets arising on CVA; DVA (Debt Valuation Adjustment): Incorporating the impact of own credit risk in the fair value of derivative contracts; FVA (Funding Valuation Adjustment): Incorporating market-implied funding costs for uncollateralized derivative positions



# Stable underlying performance despite significant de-risking

Core Bank<sup>(1)</sup> adjusted IBIT<sup>(2)</sup>, in EUR bn



Note: Adjusted figures shown based on US GAAP for 2004 to 2006 and IFRS for 2007 to 2013

(1) Group excluding NCOU from 2012 onwards (see appendix for NCOU adjusted IBIT, which is excluded above) and excluding Corporate Investments in years prior to 2012

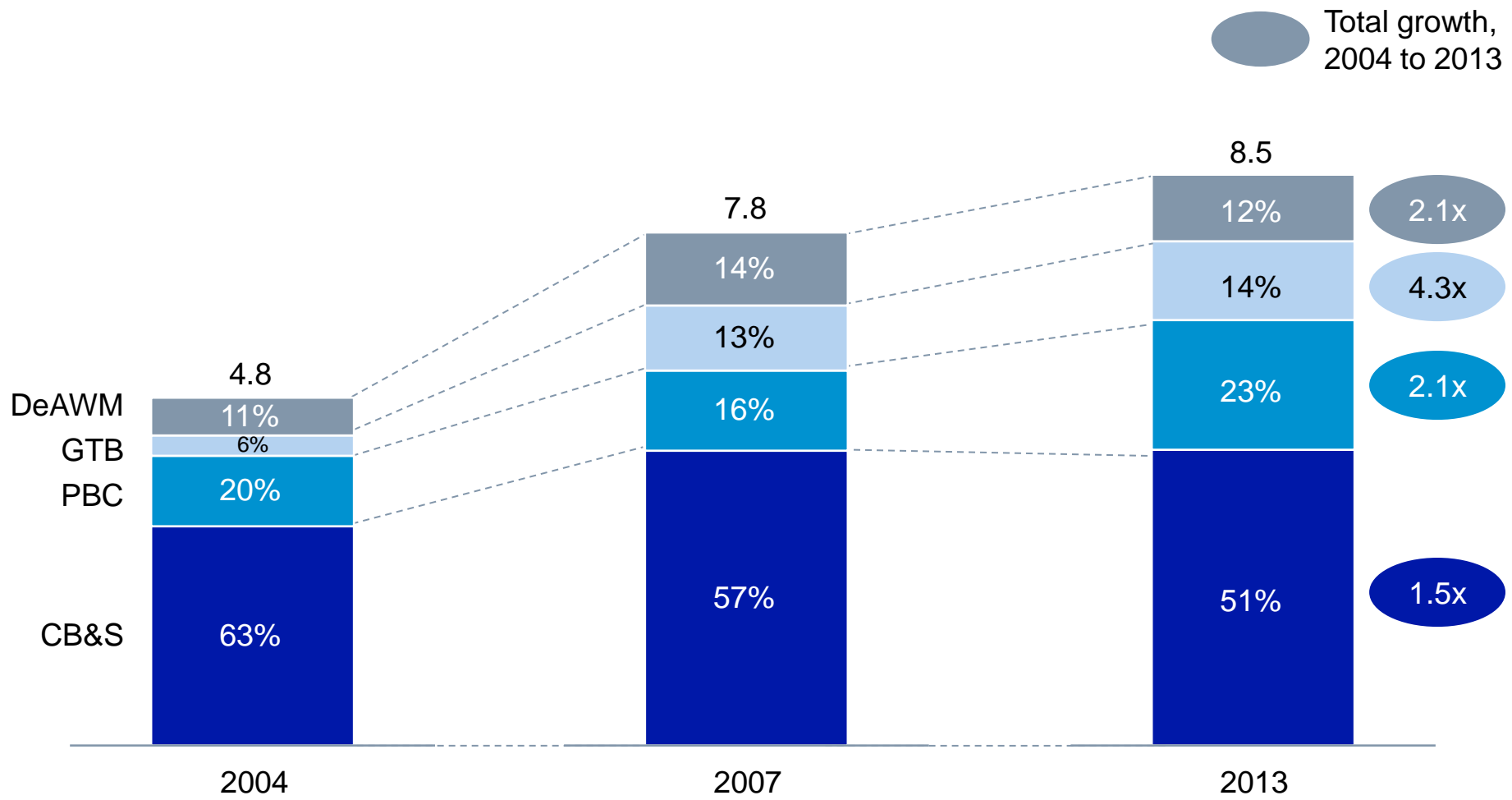
(2) Adjusted for litigation, CtA / restructuring charges, other severances, impairment of goodwill & intangibles and CVA / DVA / FVA (see appendix for reconciliation)

(3) Adjusted for transfer of discontinued "Special Commodities Group" (SCG) to NCOU, which happened in 1Q14



# Today we are a more balanced bank

## Core Bank adjusted IBIT<sup>(1)</sup>, in EUR bn



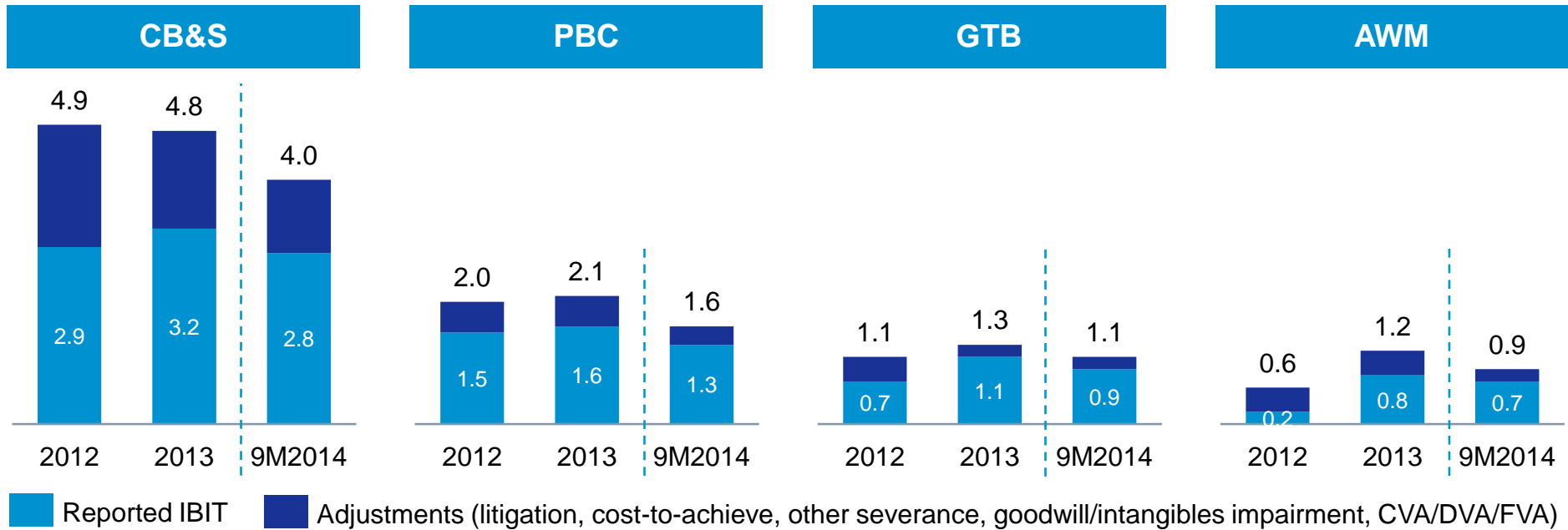
Note: Numbers may not add up due to rounding; Core Bank adjusted IBIT 2004 based on US GAAP; divisional adjusted IBIT contribution on percentages exclude C&A  
 (1) Adjusted for litigation, CtA / restructuring charges, other severances, impairment of goodwill & intangibles, CVA / DVA / FVA; Core Bank IBIT excludes NCOU in 2013 and Corporate Investments in 2004 and 2007; in 2004 and 2007 CB&S includes commodities businesses transferred to NCOU in 1Q2014





# Stable underlying business contributions

Adjusted income before income taxes, in EUR bn



## 3Q2014 revenue development

— Increase vs. 3Q2013 driven principally by Debt Sales & Trading

— Continued growth of credit products, improvement in investment & insurance products

— Strong volumes in APAC and Americas and stabilizing margins despite a persistently challenging market environment

— Third consecutive quarter with net asset inflows (EUR 17bn in 3Q2014) post FX effects

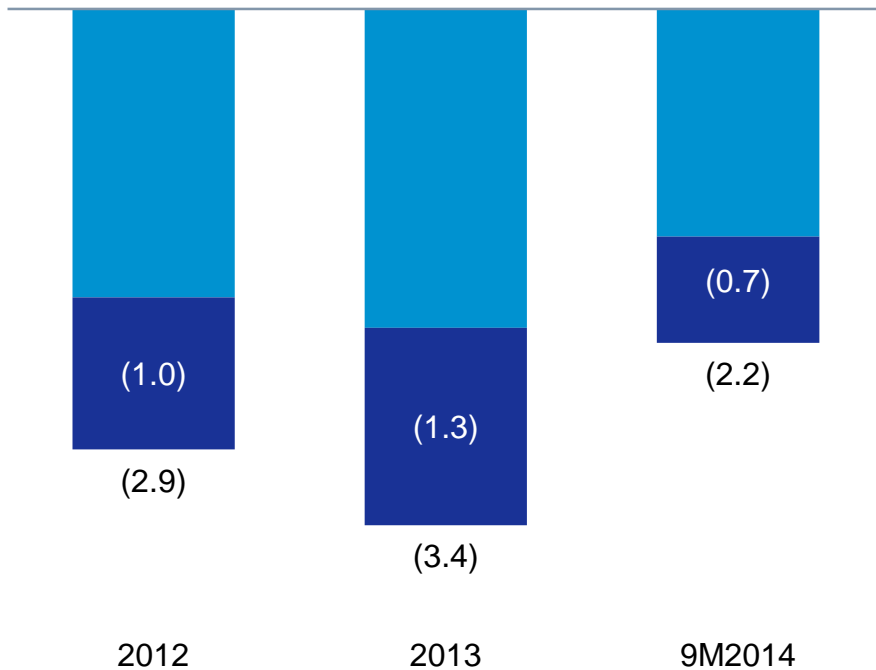


# NCOU: De-risking progress

## Loss before income taxes

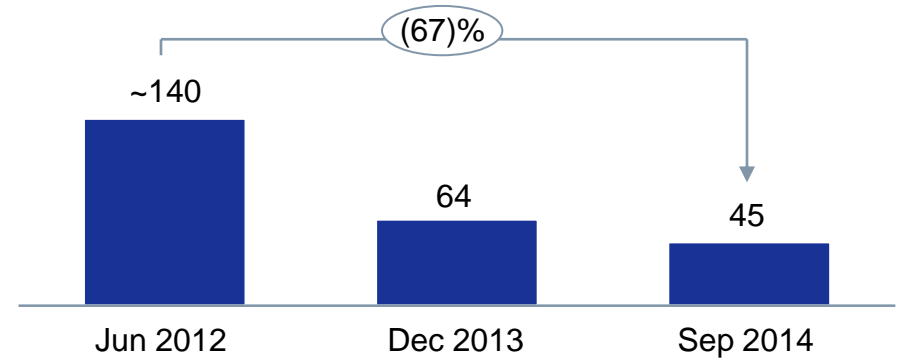
In EUR bn

■ Litigation

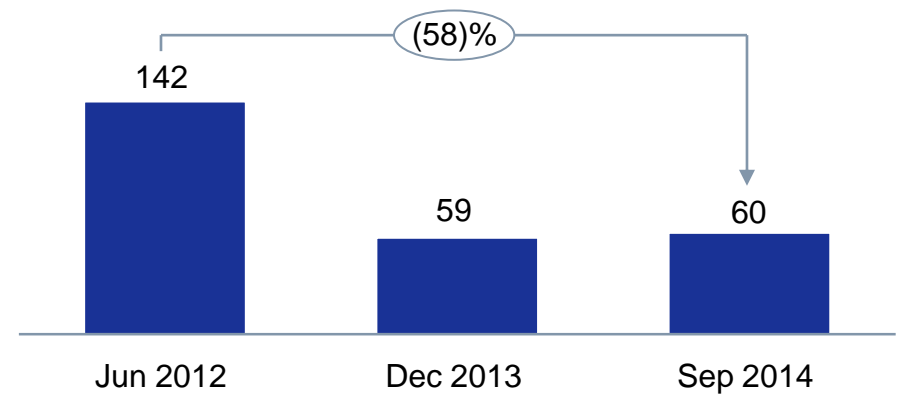


## Size of Non-Core Operations Unit

IFRS assets, in EUR bn



RWA fully loaded, in EUR bn

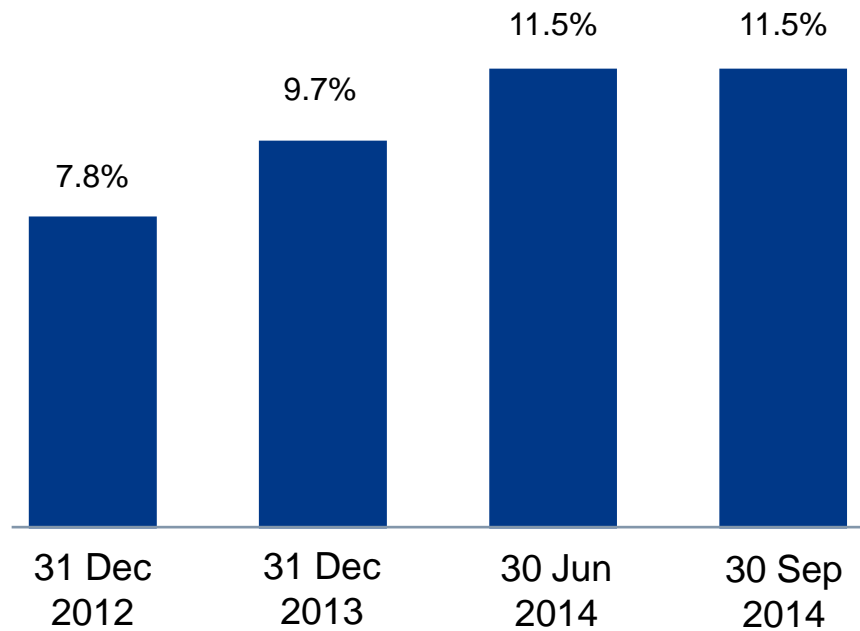




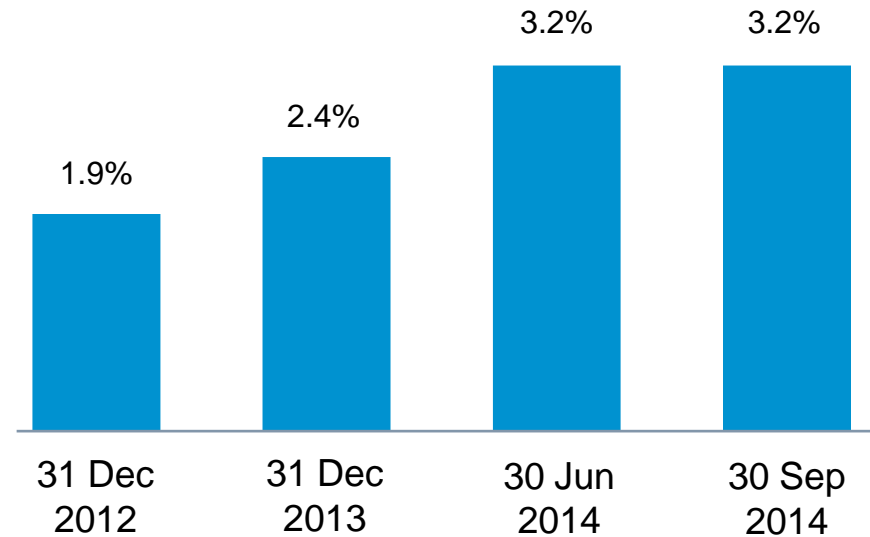
# Capital: Building CET1 and leverage ratios

## CRD4, fully loaded

### Common Equity Tier 1 ratio



### Leverage ratio<sup>(1)</sup>



(1) 31 Dec 2012 and 31 Dec 2013 based on previous CRD 4 rules , 30 Jun 2014 and 30 Sep 2014 based on revised rules. Based on previous rules, leverage ratio as of 30 Jun 2014 was 3.4% and 3.3% as of 30 Sep 2014. See comparison on page 31

# Capital: Some uncertainties removed, but headwinds remain



## Events in the Quarter

### Capital

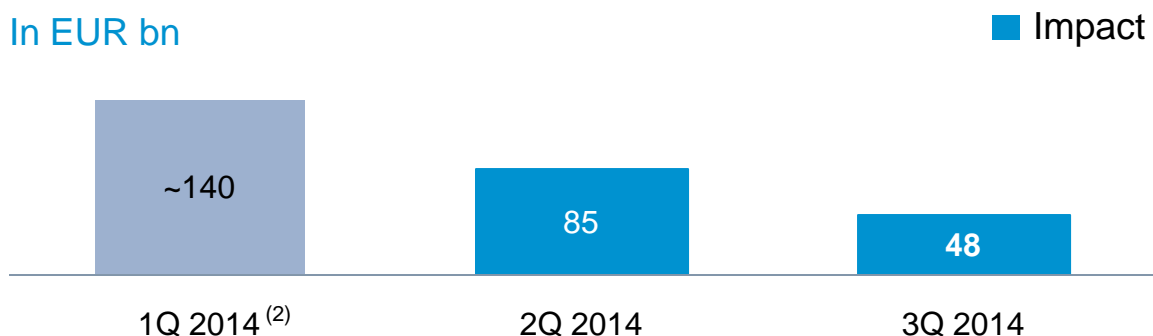
- ✓ No adjustments necessary from Asset Quality Review / Stress Test on 3Q2014 reported CET1 capital or CRD4 leverage ratio

### Leverage

- ✓ Revised CRD4 leverage rules published 10 October 14<sup>(1)</sup>, aligning European rules to January 14 final Basel rules

## Impact of revised CRD4 leverage exposure rules

In EUR bn

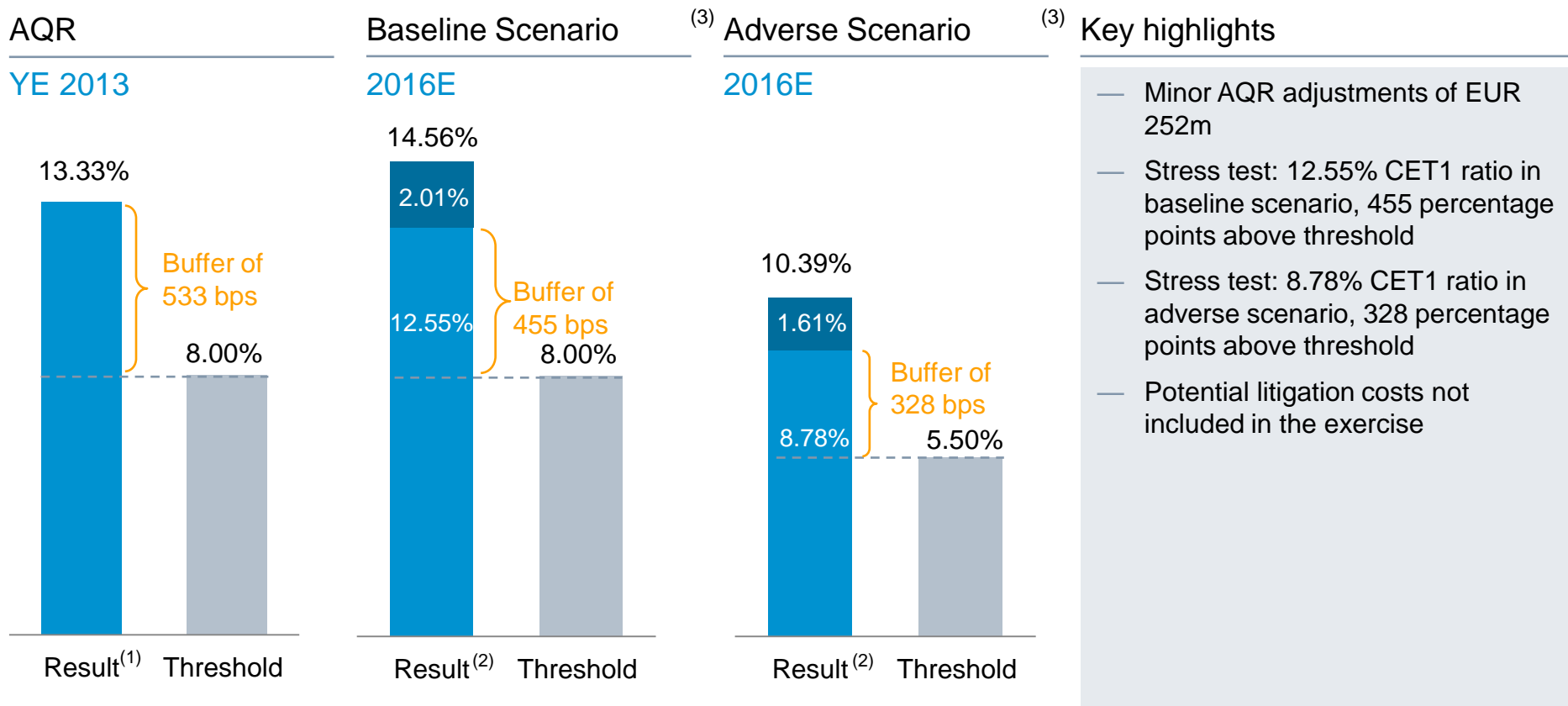


- (1) Subject to No Objection period ending 2 January 2015
- (2) Indicative guidance as published 29 April 2014 based on BCBS rules
- (3) Credit Valuation Adjustment, implementation of EBA RTS 2013/17
- (4) Single Supervisory Mechanism

## Outlook

- Further headwinds expected from:
- EBA Regulatory Technical Standards, e.g. Prudent Valuation: Potential EUR 1.5 – 2.0 bn capital impact
  - CVA<sup>(3)</sup> RWA
  - Impact from industry wide litigation settlements and continued regulatory focus on operational risks
  - SSM<sup>(4)</sup> ECB, e.g.
    - Harmonization of regulatory treatments across Euro-countries
  - Continued review of RWA measurement on Basel level (e.g. fundamental trading book review)

# Comprehensive Assessment: Summary of results



## Equity raise impact

(1) According to CRDIV/CRR definition, transitional arrangements as of 1.1.2014 (20% phase-in)

(2) According to CRDIV/CRR definition, transitional arrangements as of 1.1.2016 (60% phase-in)

(3) Including join-up impact of 2bps

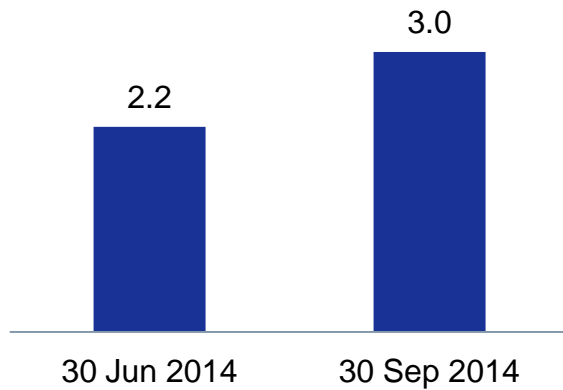
Note: Results as per ECB, ie including AQR adjustment of 7bps and join-up of 2bps



# Litigation update

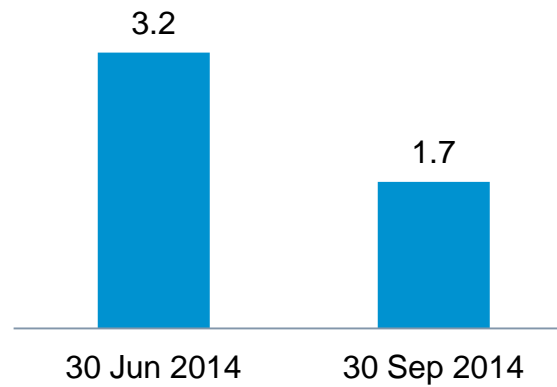
## In EUR bn

### Litigation reserves



- Net litigation reserves were up EUR 0.8 bn compared to the second quarter
- Increase in reserves primarily relates to regulatory investigations
- There is significant uncertainty as to the timing and size of potential impacts; accordingly, actual litigation costs for the balance of fiscal year 2014 are unpredictable

### Contingent liabilities

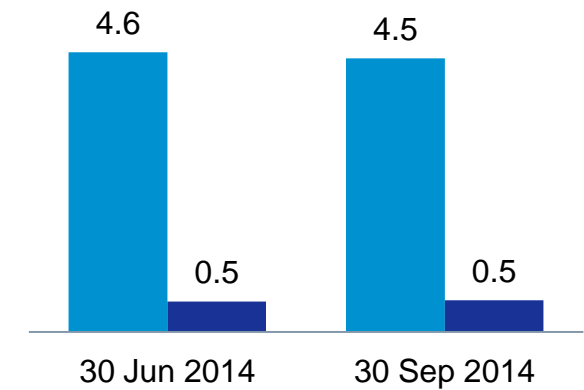


- This includes possible obligations where an estimate can be made and outflow is more than remote but less than probable with respect to material and significant matters disclosed in our financial reporting
- Decrease in contingent liability primarily the result of establishment of reserves for certain matters

### Mortgage repurchase demands/reserves

In USD

■ Demands  
■ Reserves



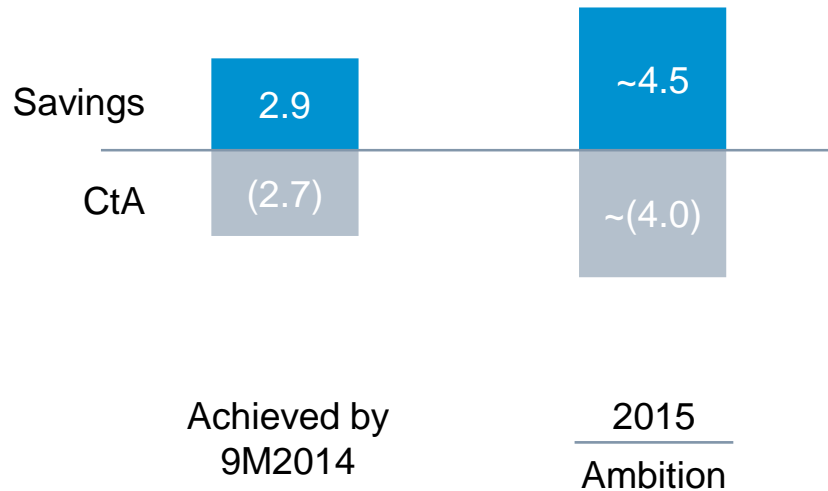
- Treated as negative revenues in NCOU



# Costs: We continue to work on efficiency

We continue to work towards our OpEx targets ...

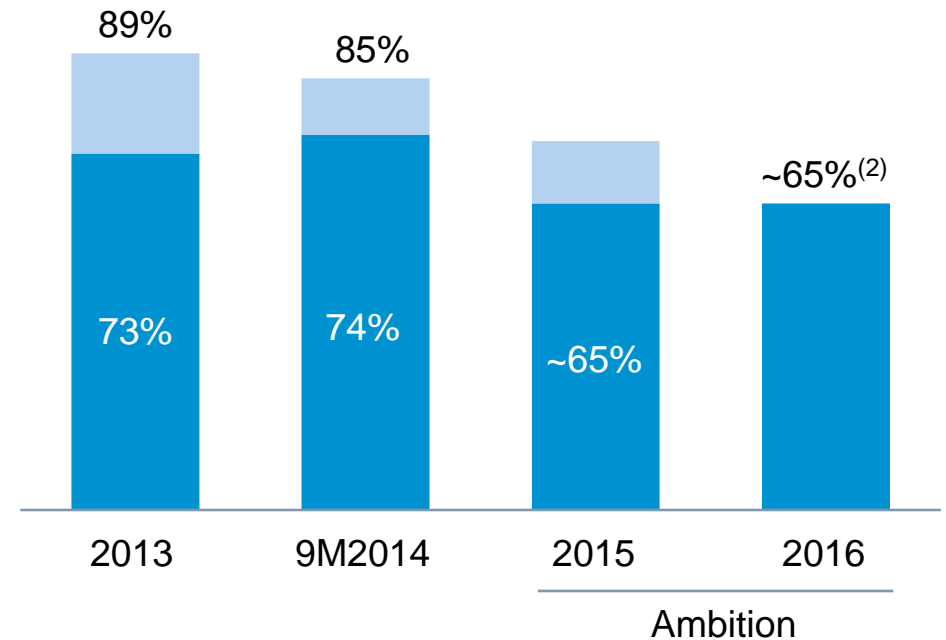
Cumulative from 2Q2012, in EUR bn



... to support delivery of our ~65% CIR ambition

CIR, reported

Adjusted<sup>(1)</sup>



(1) Adjusted for litigation, CtA, impairment of goodwill and intangible assets, policyholder benefits and claims, other severances and other divisional specific cost one-offs (see appendix for reconciliation); divided by reported revenues

(2) Assumes litigation costs running significantly lower by 2016 than in 2013



# Strategy 2015+: Update on our aspirations

## Our updated Group aspirations

|                               |                        |  |   |
|-------------------------------|------------------------|--|---|
| Capital                       |                        | — >10% CET1 ratio <sup>(1)</sup>   |   |
| Leverage ratio <sup>(1)</sup> |                        | — ~3.5% by end of 2015   |   |
| Costs                         | Savings <sup>(2)</sup> | — EUR 4.5 bn by end of 2015  |   |
|                               | CIR                    | — ~65% <i>adjusted</i> in 2015 <sup>(3)</sup>  | — ~65% <i>reported</i> in 2016 <sup>(6)</sup> |
| Post-tax RoE <sup>(4)</sup>   |                        | — ~12% <i>adjusted</i> in 2015 <sup>(5)</sup>  | — ~12% <i>reported</i> in 2016 <sup>(6)</sup> |
| Capital distribution          |                        | — Long-term return of surplus capital to shareholders – including in form of a competitive dividend payout ratio |   |

## 2015 ambition for our core businesses

|        |  |
|--------|--|
| CB&S   | — Adjusted post-tax RoE 13%-15% <sup>(4,5)</sup> |
| PBC    | — Reported IBIT EUR 2.5 – 3.0 bn                 |
| GTB    | — Reported IBIT EUR 1.6 – 1.8 bn                 |
| De AWM | — Reported IBIT EUR ~1.7 bn                      |

Note: New aspirations reflect effects of capital issuances (EUR 3 bn in FY13, EUR ~8 bn in FY14) as well as impact of intended investment of fresh capital and resource redeployment

- (1) CRD4, fully loaded, assuming no material regulatory changes to formula and calculation (2) Gross savings (3) Adjusted for litigation, CtA, impairment of goodwill and intangible assets, policyholder benefits and claims, other severances and other divisional specific cost one-offs; divided by reported revenues  
 (4) Based on average active equity and, for the corporate divisions, on a CRD4 fully loaded basis and assuming a corporate tax rate of 30-35%  
 (5) Adjusted for litigation, CtA, impairment of goodwill and intangible assets, other severances and CVA / DVA / FVA  
 (6) Assumes litigation costs running significantly lower by 2016 than in 2013



# Agenda



1 AT 1 Instrument

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2 Results, AQR and Strategy

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**Appendix**

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# Credit ratings overview



| Moody's rating scale           | Aa3                                 | A1                                  | A2   | A3               | Baa1 | Baa2             | Notches downgraded since July 2007 (long-term rating only) |       |     |
|--------------------------------|-------------------------------------|-------------------------------------|--|------------------|------|------------------|--|-------|-----|
| Fitch and S&P rating scale     | AA-                                 | A+                                  | A  | A-               | BBB+ | BBB              | Moody's  | Fitch | S&P |
| HSBC <sup>(1)</sup>            | ● <sup>(2)</sup> ● ● <sup>(2)</sup> |                                     |  |                  |      |                  | 2  | 1     | 1   |
| BNP Paribas                    |                                     | ● <sup>(2)</sup> ● ● <sup>(2)</sup> |  |                  |      |                  | 3  | 2     | 3   |
| Credit Suisse <sup>(1)</sup>   |                                     | ● <sup>(2)</sup>                    | ● ● <sup>(2)</sup>                                 |                  |      |                  | 3  | 2     | 2   |
| JPMorgan Chase <sup>(1)</sup>  |                                     | ●                                   | ● <sup>(2)</sup>                                   | ●                |      |                  | 4  | 1     | 2   |
| Deutsche Bank                  |                                     | ● <sup>(2)</sup>                    | ● <sup>(2)</sup>                                   | ● <sup>(2)</sup> |      |                  | 5  | 1     | 2   |
| Barclays <sup>(1)</sup>        |                                     |                                     | ● ● <sup>(2)</sup> ● <sup>(2)</sup>                |                  |      |                  | 4  | 4     | 3   |
| UBS AG                         |                                     |                                     | ● ● <sup>(2)</sup> ● <sup>(2)</sup>                |                  |      |                  | 5  | 4     | 4   |
| Société Générale               |                                     |                                     | ● <sup>(2)</sup> ● <sup>(2)</sup> ● <sup>(2)</sup> |                  |      |                  | 4  | 3     | 3   |
| Goldman Sachs <sup>(1)</sup>   |                                     |                                     | ●  | ● <sup>(2)</sup> | ●    |                  | 4  | 2     | 3   |
| Citigroup <sup>(1)</sup>       |                                     |                                     | ●  | ● <sup>(2)</sup> |      | ●                | 7  | 4     | 4   |
| Morgan Stanley <sup>(1)</sup>  |                                     |                                     | ●  | ● <sup>(2)</sup> |      | ● <sup>(3)</sup> | 5  | 2     | 3   |
| Bank of America <sup>(1)</sup> |                                     |                                     | ● <sup>(2)</sup>                                   | ● <sup>(2)</sup> |      | ●                | 7  | 3     | 4   |

● Moody's ● Fitch ● S&P

Note: Shown are unsecured long-term ratings as of 31 October 2014

(1) Ratings shown are for HSBC Bank PLC, Credit Suisse AG, JPMorgan Chase & Co, Barclays Bank PLC, Goldman Sachs Group Inc., Morgan Stanley, Bank of America Corporation, and Citigroup Inc. as main bond issuing entities

(2) Long-term rating on negative outlook (3) Long-term rating on positive outlook

Sources: Company homepages



# Deutsche Bank's credit current ratings profile

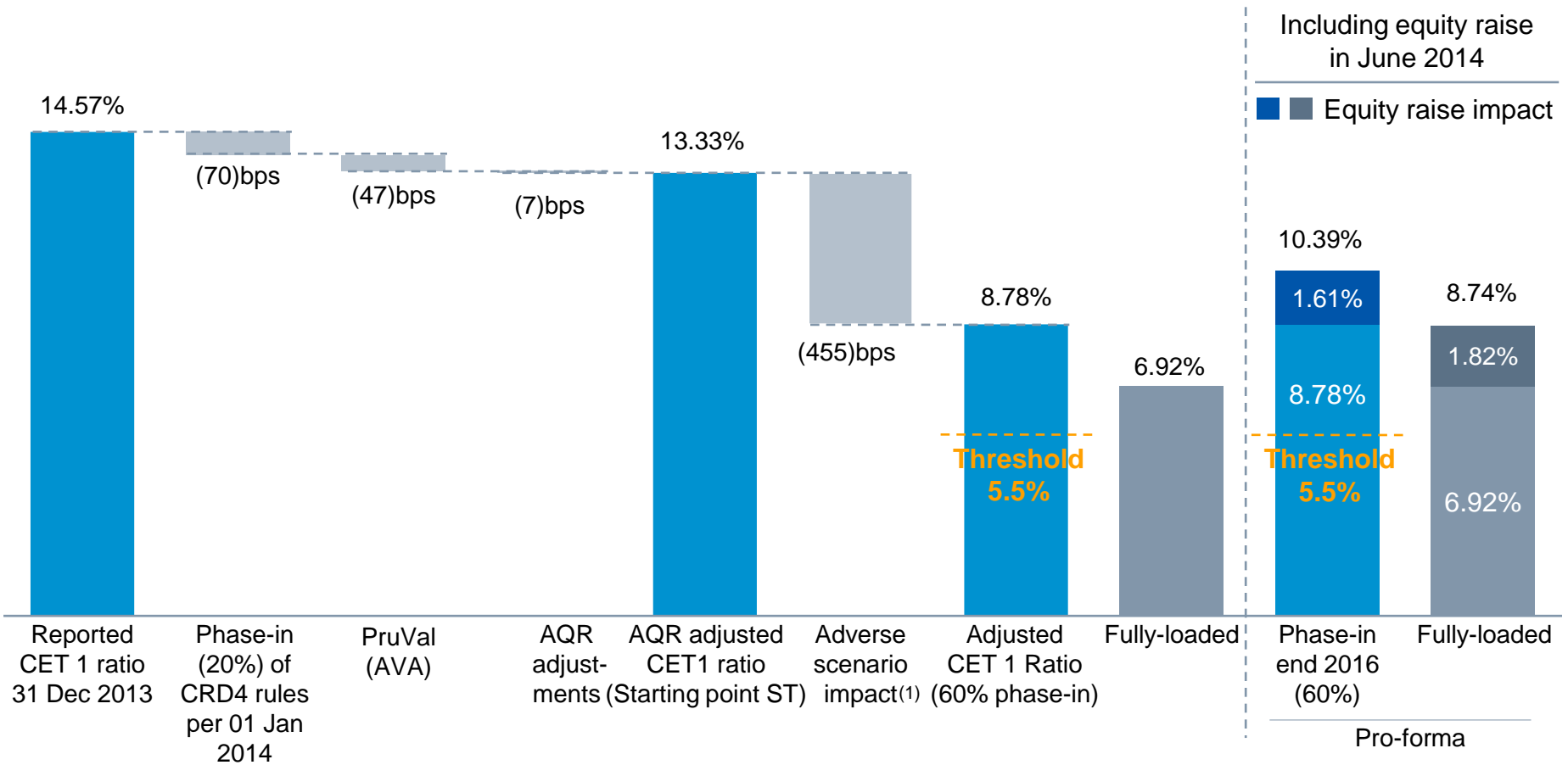
As of 31 October 2014

|                       | MOODY'S  | STANDARD<br>& POOR'S | FitchRatings |
|-----------------------|----------|----------------------|--------------|
| Pfandbrief            | Aaa      | -                    | -            |
| Senior unsecured debt | A3       | A                    | A+           |
| Tier 2                | Ba1      | BBB-                 | A-           |
| Additional Tier 1     | Ba3      | BB                   | BB+          |
| Outlook               | Negative | Negative             | Negative     |
| Short term debt       | P-2      | A-1                  | F1+          |



# AQR/Stress Test: CET 1 ratio impact from **adverse scenario**

As of 31 December 2016, based on transitional rules



(1) Including join-up impact of 2bps  
 Note: Results as per ECB, ie including AQR adjustment of 7bps and join-up of 2bps



# Capital: Common Equity Tier 1 and RWA development

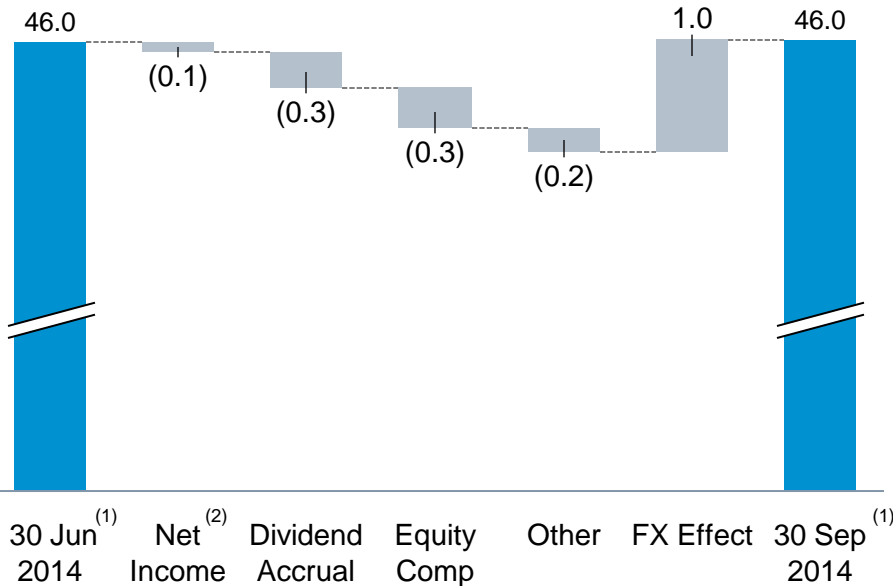
## CRD4, fully-loaded

### Common Equity Tier 1 capital

In EUR bn

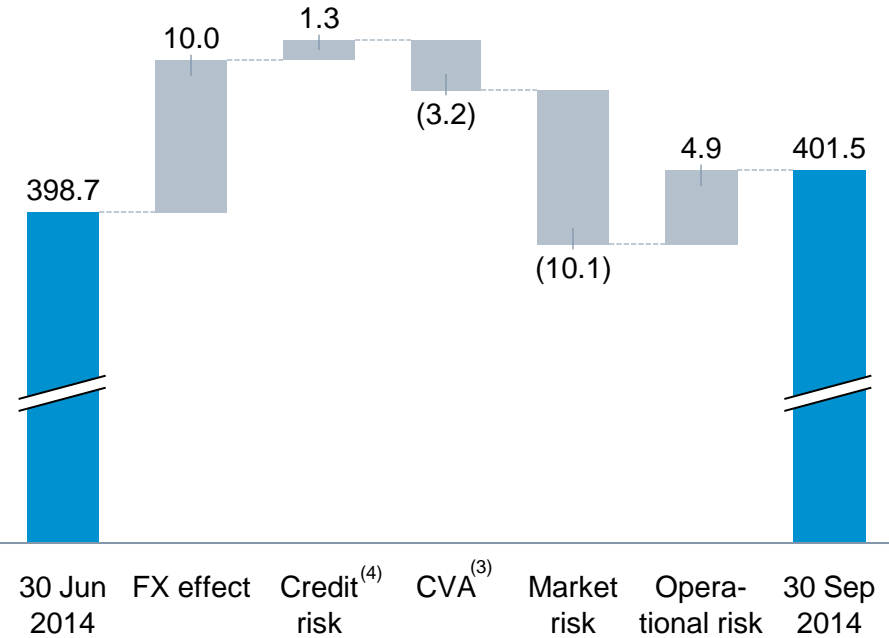
11.5%

11.5%



### RWA

In EUR bn



xx Common Equity Tier 1 Ratio

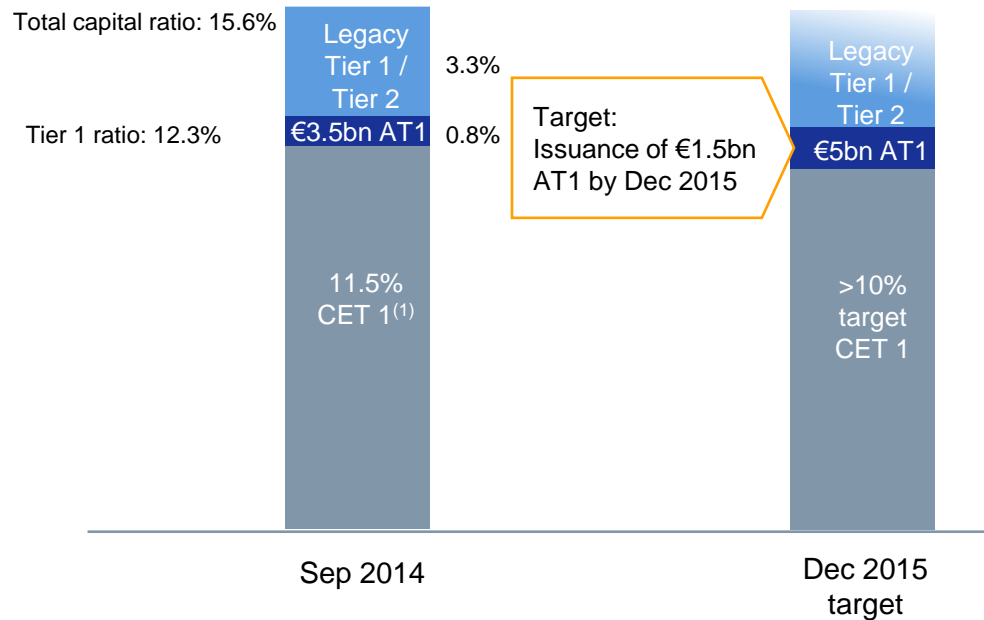
Note: Figures may not add up due to rounding differences

- (1) CRD4/CRR rule interpretation still subject to ongoing issuance of EBA technical standards, etc. Totals do not include capital deductions in relation to additional valuation adjustments since final draft technical standard published by EBA is not yet adopted by European Commission
- (2) Net income attributable to Deutsche Bank shareholders
- (3) Credit Value Adjustments
- (4) Including a EUR 4 bn counterparty Credit Risk RWA impact from implementing EBA Q&A guideline

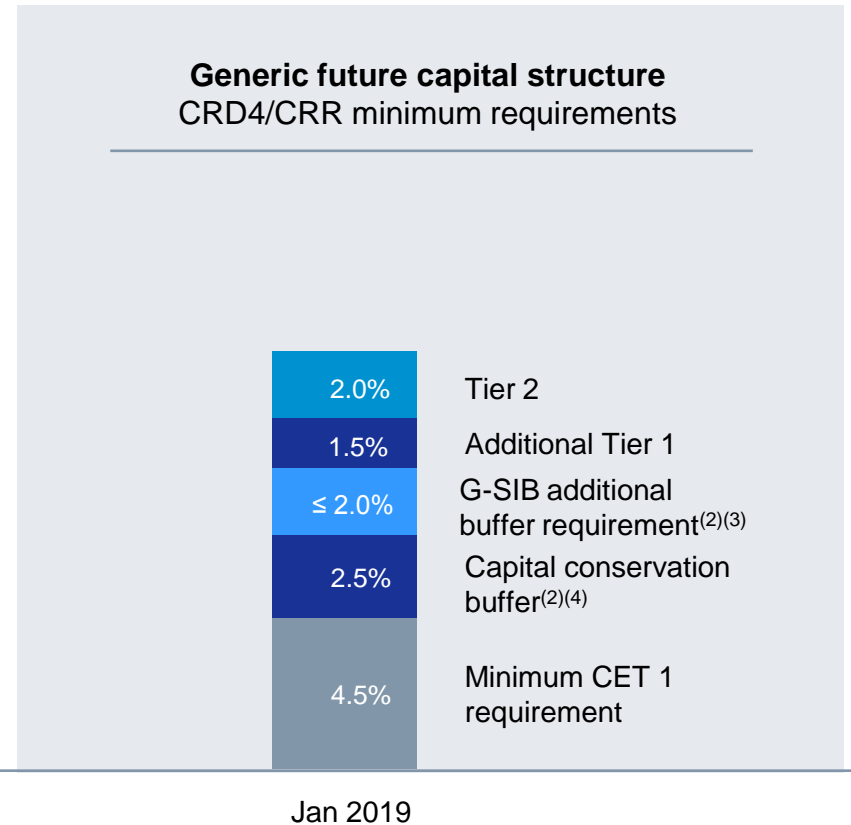


# Comprehensively strengthening total capital structure

## Deutsche Bank capital structure CRD4/CRR (fully loaded)



## Generic future capital structure CRD4/CRR minimum requirements



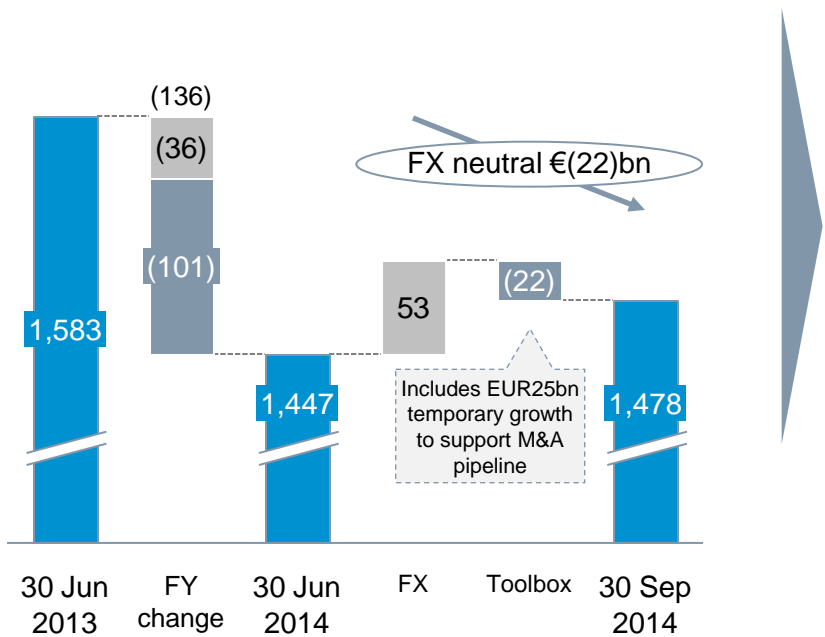
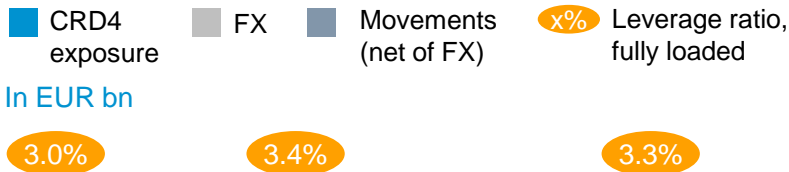
- Note: Countercyclical buffer not considered
- (1) CRD4/CRR rule interpretation still subject to ongoing issuance of EBA technical standards, etc. Totals do not include capital deductions in relation to addition valuation adjustments since final draft technical standard published by EBA is not yet adopted by European Commission
  - (2) Pro-rata phased-in between 1 January 2016 and year-end 2018, becoming fully effective on 1 January 2019
  - (3) Global systemically important banks buffer: Actual amount not yet fixed, actual level depends on regulators' judgment of global systemic importance at the time; based on preliminary judgment buffer varies between 1% and 2.5%, population of further bucket with 3.5% buffer currently not anticipated
  - (4) Should be held outside periods of stress; can be drawn down in periods of stress if discretionary distributions of earnings are reduced



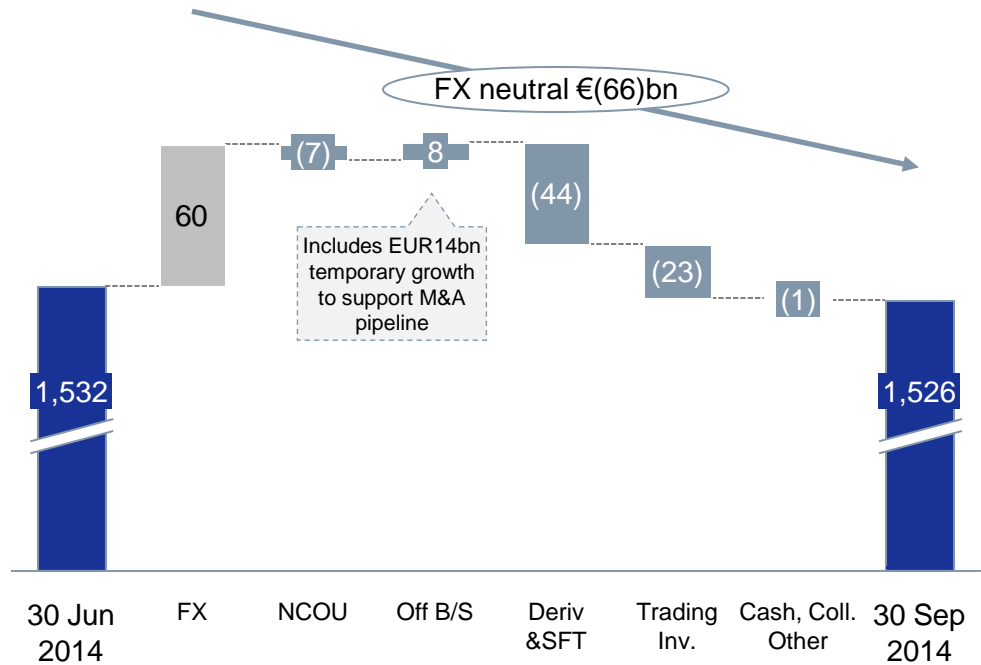
# Leverage: New rules applied, de-leveraging continued

## CRD4, fully-loaded

### 3Q2014 (previous rules)



### 3Q2014 (October 2014 revised rules)



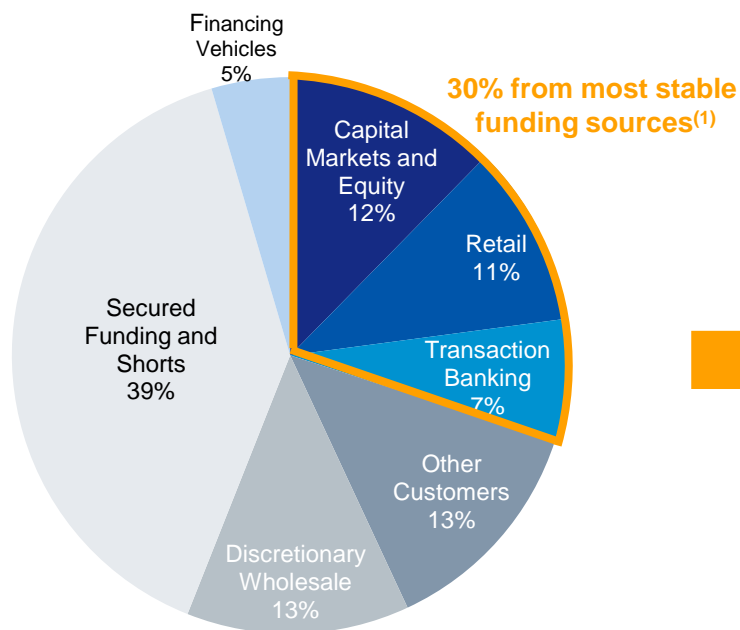
Note: Numbers may not add up due to rounding

# Funding significantly improved towards more stable funding

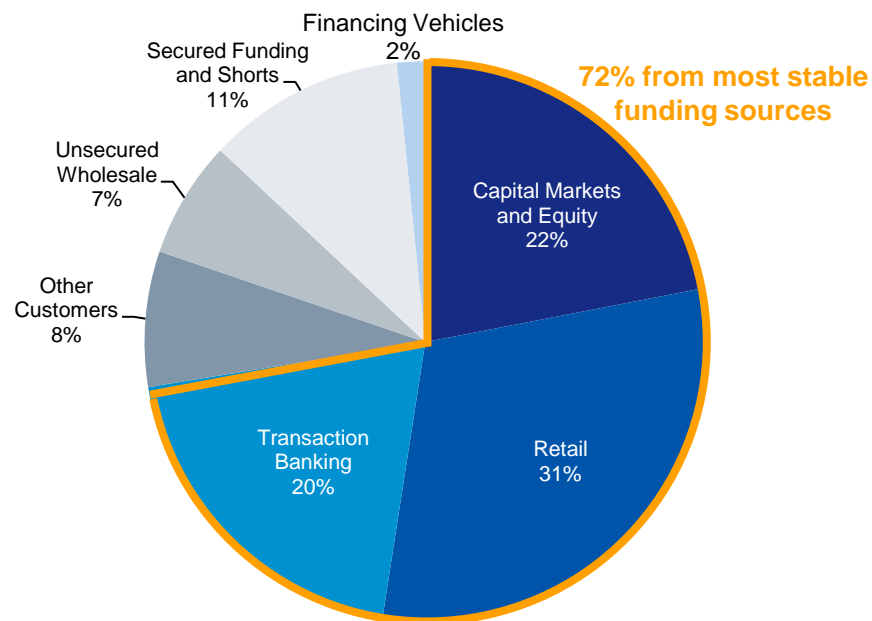


31 December 2007

30 September 2014



Total: EUR 1,206 bn



Total: EUR 957 bn

(1) Dec 2007 has been rebased to ensure consistency with 31 March 2014 presentation and includes Postbank

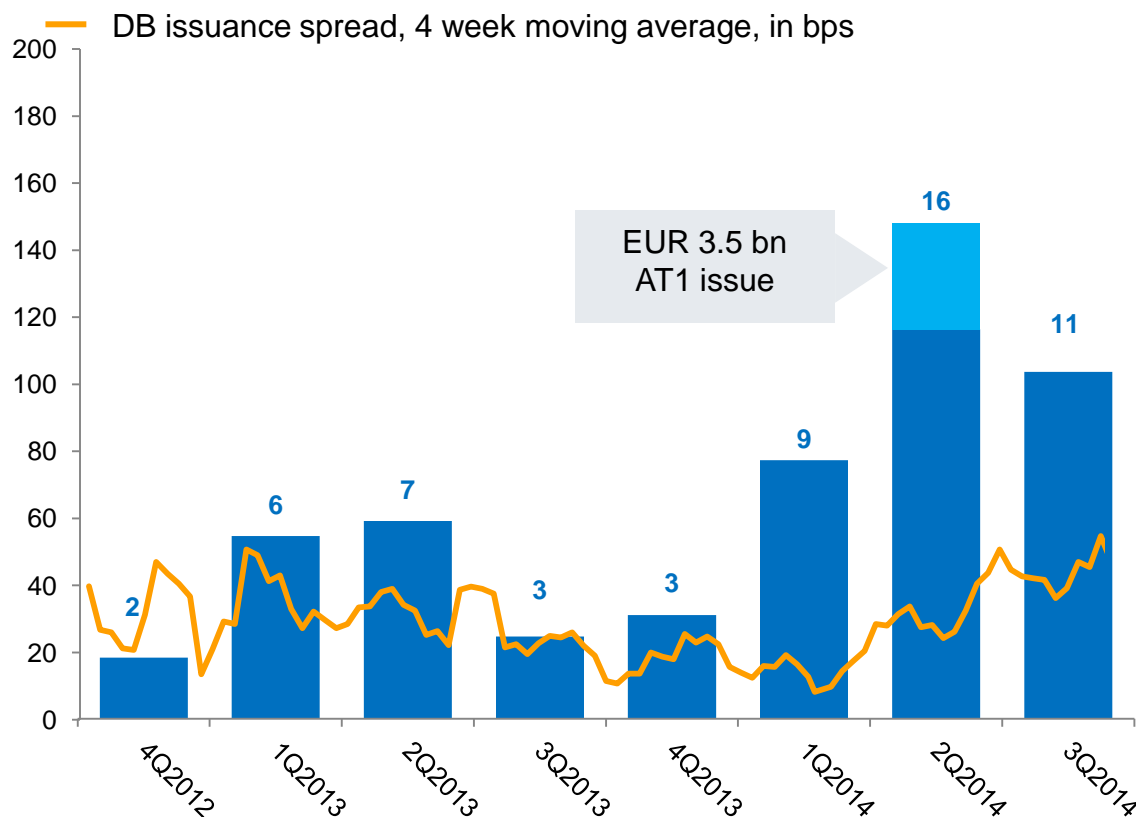


# Funding activities update



## Funding cost and volume development

### Issuance, in EUR bn



(1) Over relevant floating index; AT1 instruments excluded from spread calculation  
 Source: Deutsche Bank

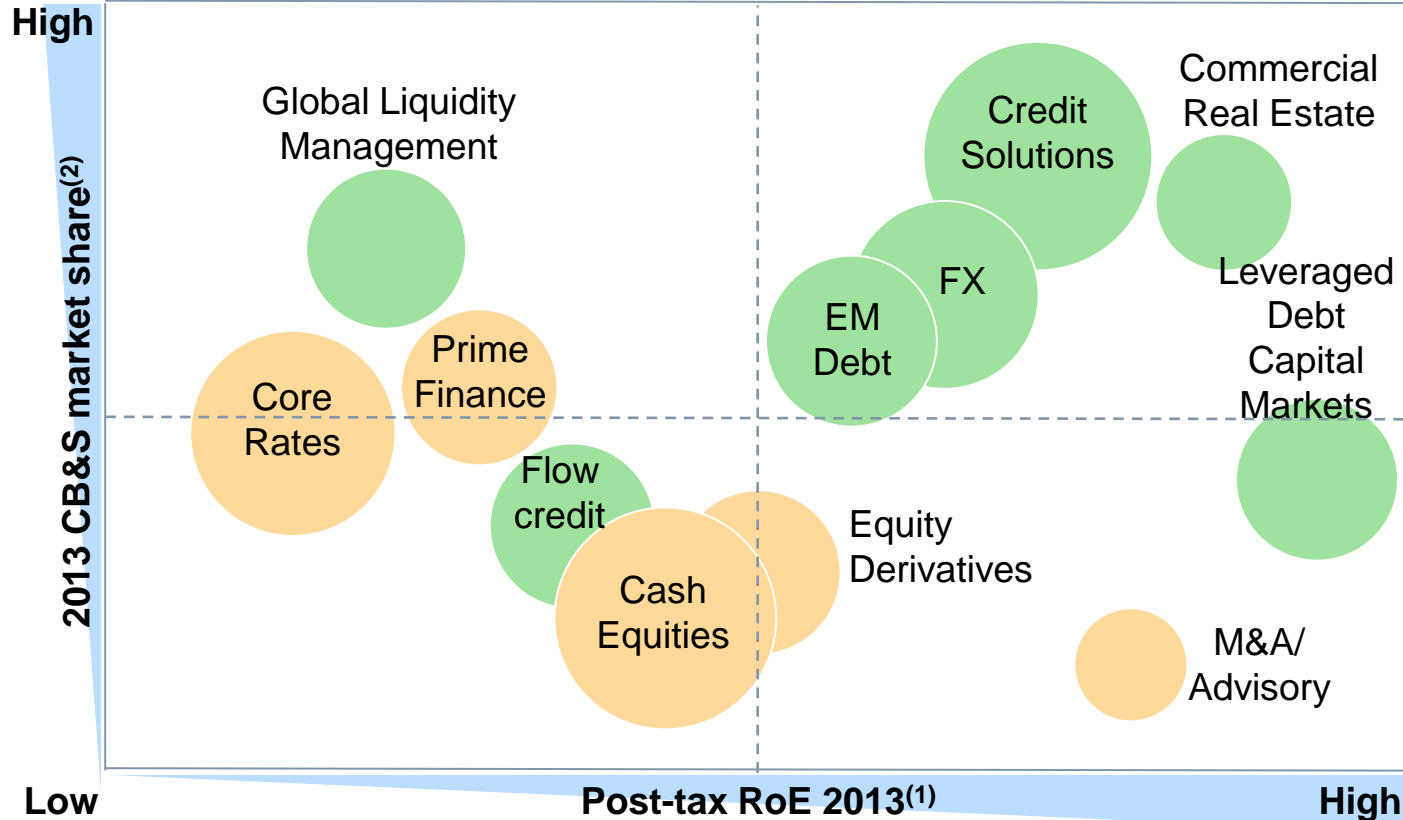
## Observations

- Funding plan of EUR 30-35 bn completed by mid September
- As per 30 September total issuance at EUR 36.2 bn at average spread of 47<sup>(1)</sup> bps, ca. 27 bps inside interpolated CDS and average tenor of 4.8 years
  - EUR 18.9 bn (~50%) by benchmark issuance (unsecured and Additional Tier 1)
  - EUR 17.3 bn (~50%) raised via issuance into retail networks & other private placements
- Outlook for 4Q2014: Continued opportunistic issuance to fund 2015 requirements



# Re-shaping our CB&S franchise to capture returns above cost of capital

● 2013 revenues (green – low CIR (adjusted<sup>(1)</sup>), amber – medium to high)



- **CB&S well positioned today in high RoE / low CIR businesses**
- **Strategic emphasis towards higher returns:**
  - Deliberate shift of resources towards higher RoE and RoA areas
  - Careful balance between market share and profitability

**Reconfirming CB&S at up to EUR 200 bn RWA in 2016**

Note: Positioning of bubbles based on relative positioning within CB&S business portfolio, Central Areas and CPSG not shown (1) Adjusted for litigation, CtA, impairment of goodwill and intangible assets, policyholder benefits and claims, other severances, CVA / DVA / FVA and other divisional specific cost one-offs (2) Coalition FY13 market revenue share  
Source: Coalition

# Accelerating focused growth strategy in US market



The opportunity: grow US franchise profitability

Our response:  
Invest in profitable businesses

CB&S position by key product<sup>(1)</sup>, FY2013

■ Top 3 
 ■ Top 5 
 ■ Outside top 5

|             | US<br>   | Europe<br>   | APAC<br>   | Global<br>   |                                |   |                  |  |
|-------------|--|--|--|--|--------------------------------|---|------------------|--|
| FX          | <span style="background-color: orange; border: 1px solid black;"></span>     | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | Financing                      | — LDCM<br>— Commercial Real Estate<br>— EM Debt                       |                  |  |
| Rates       | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: orange; border: 1px solid black;"></span>     |                                |   | Client Solutions | — Credit Solutions<br>— Prime Finance<br>— Structured Equity Solutions |
| Flow Credit | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: orange; border: 1px solid black;"></span>     |                                |   |                  |  |
| LDCM        | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> |                                |   |                  |  |
| CRE         | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgrey; border: 1px solid black;"></span>  | <span style="background-color: lightgreen; border: 1px solid black;"></span> |                                |   |                  |  |
| EM debt     | <span style="background-color: orange; border: 1px solid black;"></span>     | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgrey; border: 1px solid black;"></span>  | <span style="background-color: lightgreen; border: 1px solid black;"></span> | Adjacencies to Commercial Bank | — Corporate coverage across GTB and CB&S (e.g., CMTS <sup>(2)</sup> ) |                  |  |
| Equities    | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: pink; border: 1px solid black;"></span>       |                                |   |                  |  |
| M&A         | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: orange; border: 1px solid black;"></span>     | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: pink; border: 1px solid black;"></span>       |                                |   |                  |  |
| Total       | <span style="background-color: pink; border: 1px solid black;"></span>       | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: lightgreen; border: 1px solid black;"></span> | <span style="background-color: orange; border: 1px solid black;"></span>     |                                |   |                  |  |

## Investing and redeploying resources in the US

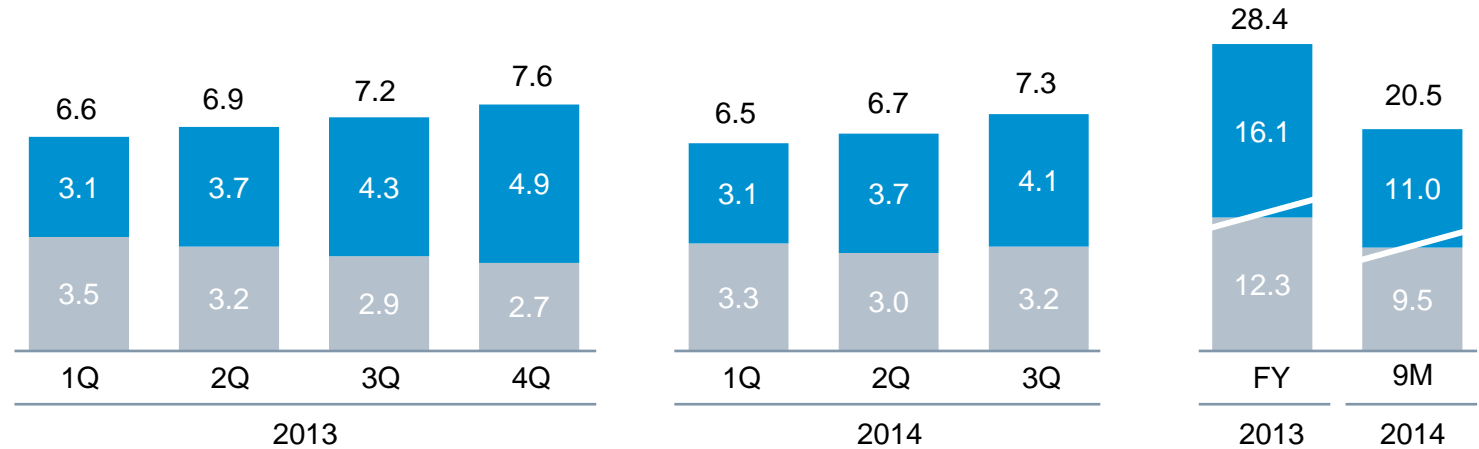
(1) Based upon FY13 Coalition data, adjusted to reflect the internal DB product taxonomy. EM Debt is part of the global FIC business lines in APAC. CRE= CMBS Primary (2) Capital Markets Treasury Solutions (CMTS) Source: Coalition



# Cost: Reported and adjusted

## Non-interest expenses, in EUR bn

■ Non-Compensation  
■ Compensation and benefits



### Adj. cost base (in EUR m)

excludes:

|                                  | 2013         |              |              |                    | 2014              |              |              | 2013          | 2014          |
|----------------------------------|--------------|--------------|--------------|--------------------|-------------------|--------------|--------------|---------------|---------------|
| <b>Adj. cost base (in EUR m)</b> | <b>6,034</b> | <b>5,910</b> | <b>5,600</b> | <b>5,604</b>       | <b>5,992</b>      | <b>5,723</b> | <b>6,043</b> | <b>23,147</b> | <b>17,758</b> |
| Cost-to-Achieve                  | 224          | 357          | 242          | 509                | 310               | 375          | 253          | 1,331         | 938           |
| Litigation                       | 132          | 630          | 1,163        | 1,111              | 0                 | 470          | 894          | 3,036         | 1,363         |
| Policyholder benefits and claims | 191          | (7)          | 171          | 104                | 52                | 80           | 77           | 460           | 209           |
| Other severance                  | 10           | 42           | 14           | 2                  | 27                | 16           | 40           | 69            | 83            |
| Remaining <sup>(1)</sup>         | 32           | 17           | 24           | 277 <sup>(2)</sup> | 85 <sup>(3)</sup> | 29           | 23           | 350           | 137           |

|                               |     |     |     |     |     |     |     |     |     |
|-------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| CIR (adjusted) <sup>(4)</sup> | 64% | 72% | 72% | 85% | 71% | 73% | 77% | 73% | 74% |
| Compensation ratio            | 38% | 39% | 38% | 41% | 40% | 78% | 41% | 39% | 40% |

Note: Figures may not add up due to rounding differences

(1) Includes smaller specific one-offs and impairments

(2) Includes impairment of goodwill and intangibles of EUR 79 m and a significant impact from correction of historical internal cost allocation

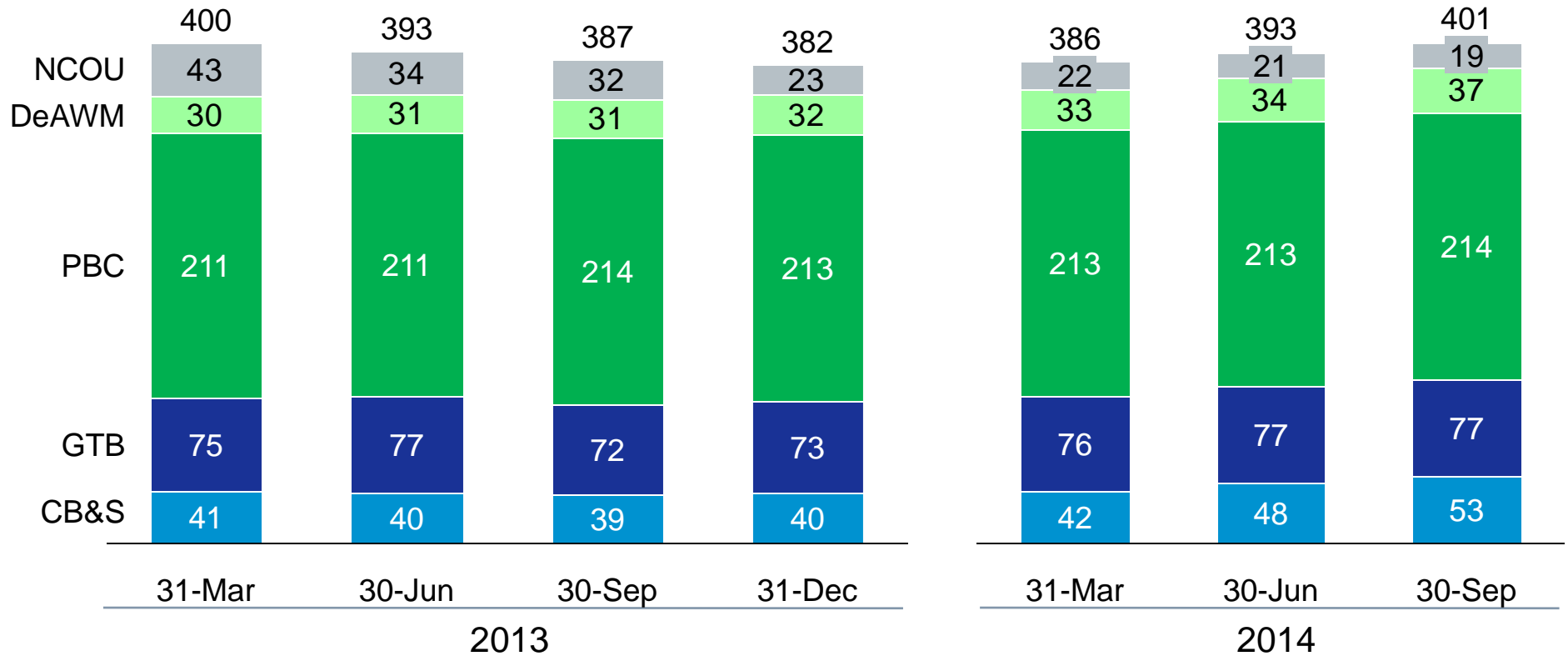
(3) Includes impairment in NCOU

(4) Adjusted cost base divided by reported revenues



# Loan book

In EUR bn



## Germany excl. Financial Institutions and Public Sector:



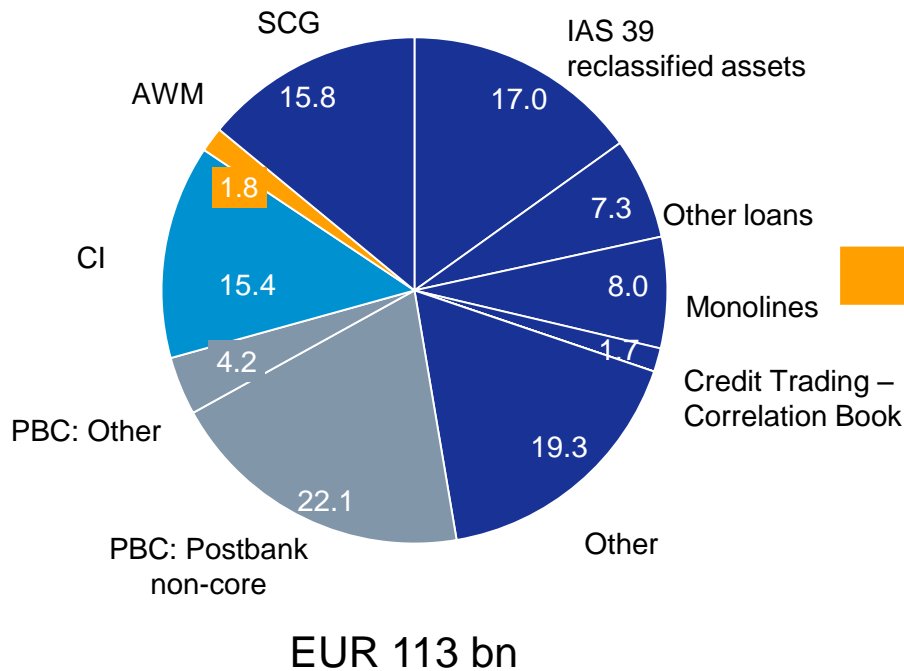
Note: Loan amounts are gross of allowances for loan losses. Figures may not add up due to rounding differences.



# NCOU portfolio overview

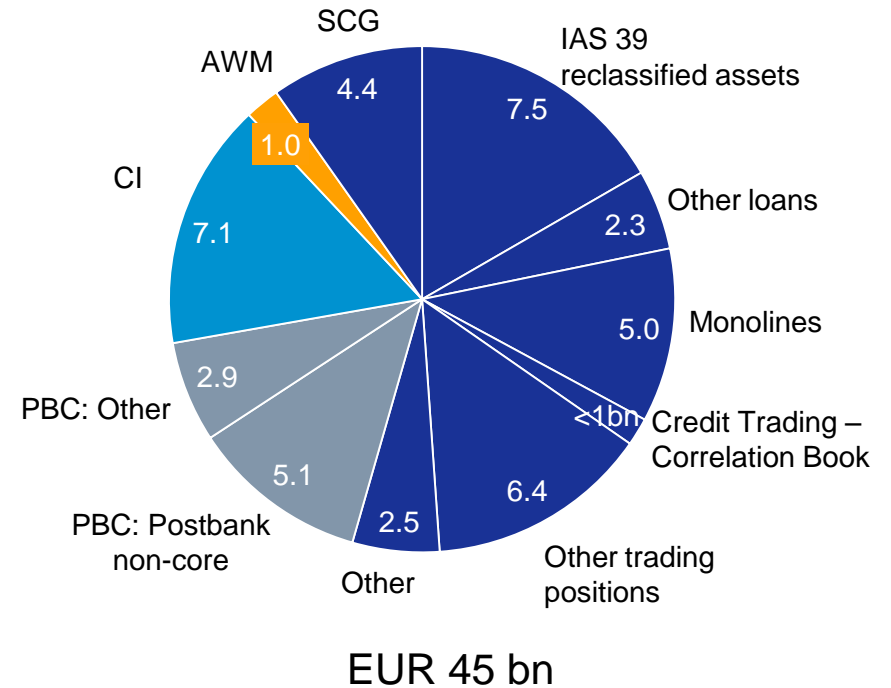
Total IFRS assets<sup>(1)</sup>

In EUR bn, as of 31 December 2012



Total IFRS assets<sup>(1)</sup>

In EUR bn, as of 30 September 2014



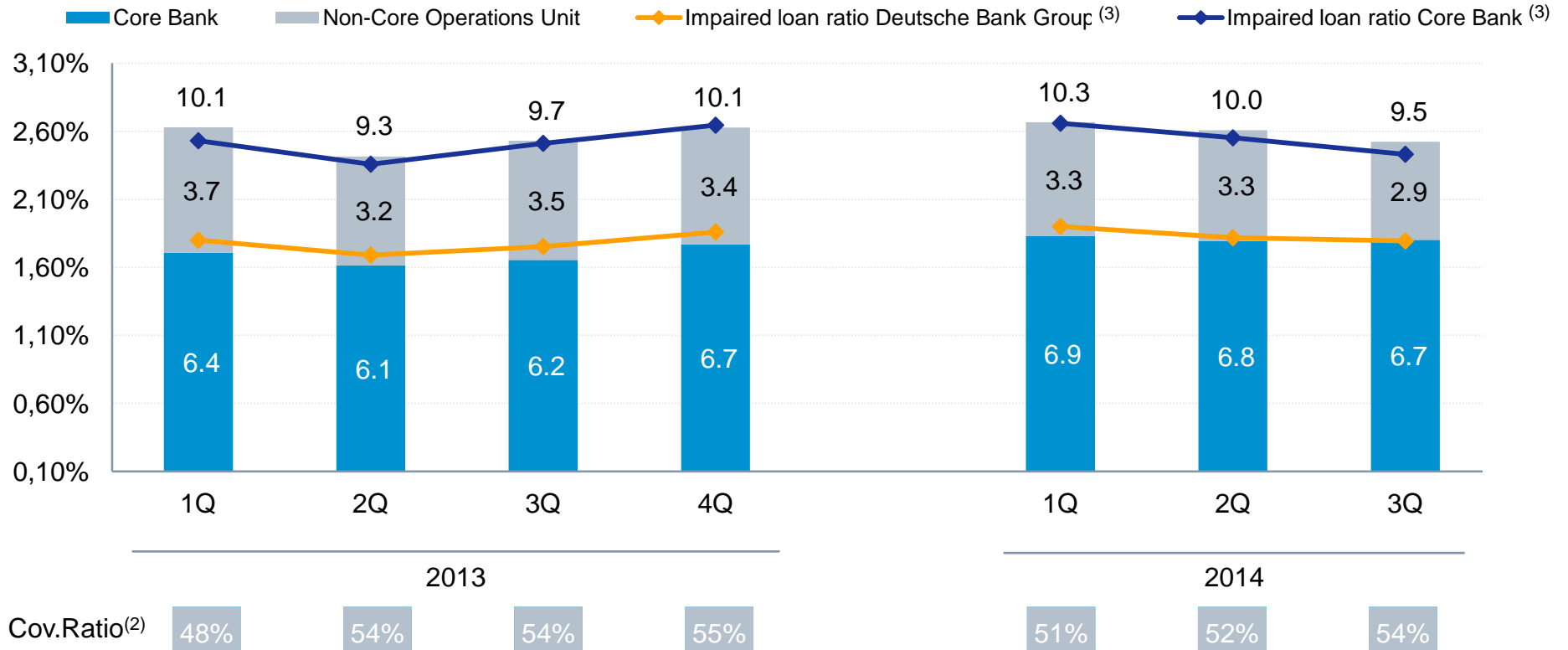
■ CB&S ■ PBC ■ CI ■ AWM

(1) Segment assets represent consolidated view, i.e. the amounts do not include intersegment balances



# Impaired loans<sup>(1)</sup>

In EUR bn



Note: Figures may not add up due to rounding differences

- (1) IFRS impaired loans include loans which are individually impaired under IFRS, i.e. for which a specific loan loss allowance has been established, as well as loans collectively assessed for impairment which have been put on nonaccrual status
- (2) Total on-balance sheet allowances divided by IFRS impaired loans (excluding collateral); total on-balance sheet allowances include allowances for all loans individually impaired or collectively assessed
- (3) Impaired loans in % of total loan book

# Reconciliation of reported to adjusted figures – 9M2014



| In EUR m (if not stated otherwise)                 | CB&S   | GTB   | DeAWM | PBC    | C&A   | Core Bank     | NCOU    | Group         |
|--|--------|-------|-------|--------|-------|---------------|---------|---------------|
| <b>Revenues (reported)</b>                         | 10.755 | 3.101 | 3.468 | 7.235  | (492) | <b>24.067</b> | 50      | <b>24.116</b> |
| CVA / DVA / FVA <sup>1</sup>                       | (280)  |       |       |        | (84)  | (364)         | 59      | (305)         |
| <b>Revenues (adjusted)</b>                         | 11.035 | 3.101 | 3.468 | 7.235  | (408) | <b>24.431</b> | (9)     | <b>24.422</b> |
| <b>Noninterest expenses (reported)</b>             | 7.887  | 2.053 | 2.812 | 5.520  | 133   | <b>18.406</b> | 2.082   | <b>20.488</b> |
| Cost-to-Achieve <sup>2</sup>                       | (341)  | (74)  | (203) | (300)  | 6     | (912)         | (26)    | (938)         |
| Litigation   | (544)  | (95)  | (24)  | (0)    | (8)   | (672)         | (692)   | (1.363)       |
| Policyholder benefits and claims                   |        |       | (209) |        |       | (209)         |         | (209)         |
| Other severance                                    | (35)   | (7)   | (8)   | (9)    | (24)  | (82)          | (0)     | (83)          |
| Remaining <sup>3</sup>                             | 0      | 0     | (10)  | (113)  | 43    | (80)          | (57)    | (137)         |
| <b>Adjusted cost base</b>                          | 6.968  | 1.878 | 2.358 | 5.098  | 150   | <b>16.452</b> | 1.306   | <b>17.758</b> |
| <b>IBIT reported</b>                               | 2.750  | 934   | 662   | 1.279  | (601) | <b>5.024</b>  | (2.160) | <b>2.864</b>  |
| CVA / DVA / FVA                                    | 280    | 0     | 0     | 0      | 84    | 364           | (59)    | 305           |
| Cost-to-Achieve                                    | 341    | 74    | 203   | 300    | (6)   | 912           | 26      | 938           |
| Other severance                                    | 35     | 7     | 8     | 9      | 24    | 82            | 0       | 83            |
| Litigation   | 544    | 95    | 24    | 0      | 8     | 672           | 692     | 1.363         |
| Impairment of goodwill and other intangible assets | 0      | 0     | 0     | 0      | 0     | 0             | 0       | 0             |
| <b>IBIT adjusted</b>                               | 3.950  | 1.109 | 897   | 1.588  | (491) | <b>7.054</b>  | (1.501) | <b>5.553</b>  |
| <b>Average shareholders' equity</b>                |        |       |       |        |       |               |         | <b>59.576</b> |
| Average dividend accruals                          |        |       |       |        |       |               |         | (737)         |
| <b>Average active equity</b>                       | 23.701 | 5.802 | 6.327 | 14.346 | 1.098 | <b>51.274</b> | 7.565   | <b>58.840</b> |

1 Credit Valuation Adjustments/Debit Valuation Adjustments/Funding Valuation Adjustments

2 Includes CtA related to Postbank and OpEx.

3 Includes impairment of goodwill and other intangible assets and other divisional specific cost one-offs.

4 Includes netting of cash collateral received in relation to derivative margining.

5 Includes netting of cash collateral pledged in relation to derivative margining.





# Reconciliation of reported to adjusted figures – 2013

| In EUR m (if not stated otherwise)                 | CB&S          | GTB          | DeAWM        | PBC           | C&A          | Core Bank     | NCOU           | Group         |
|--|---------------|--------------|--------------|---------------|--------------|---------------|----------------|---------------|
| <b>Revenues (reported)</b>                         | 13.526        | 4.069        | 4.735        | 9.550         | (929)        | <b>30.951</b> | 964            | <b>31.915</b> |
| CVA / DVA / FVA <sup>1</sup>                       | (201)         |              |              |               | (276)        | (477)         | (169)          | (646)         |
| <b>Revenues (adjusted)</b>                         | <b>13.727</b> | <b>4.069</b> | <b>4.735</b> | <b>9.550</b>  | <b>(653)</b> | <b>31.428</b> | <b>1.133</b>   | <b>32.561</b> |
| <b>Noninterest expenses (reported)</b>             | 10.162        | 2.647        | 3.929        | 7.276         | 830          | <b>24.844</b> | 3.550          | <b>28.394</b> |
| Cost-to-Achieve <sup>2</sup>                       | (313)         | (109)        | (318)        | (552)         | 7            | (1.287)       | (45)           | (1.331)       |
| Litigation   | (1.142)       | (11)         | (50)         | (1)           | (536)        | (1.740)       | (1.296)        | (3.036)       |
| Policyholder benefits and claims                   |               |              | (460)        |               |              | (460)         |                | (460)         |
| Other severance                                    | (26)          | (6)          | (5)          | (8)           | (20)         | (64)          | (5)            | (69)          |
| Remaining <sup>3</sup>                             | 0             | (82)         | (38)         | (74)          | (94)         | (288)         | (62)           | (350)         |
| <b>Adjusted cost base</b>                          | <b>8.680</b>  | <b>2.440</b> | <b>3.057</b> | <b>6.641</b>  | <b>187</b>   | <b>21.005</b> | <b>2.142</b>   | <b>23.147</b> |
| <b>IBIT reported</b>                               | 3.158         | 1.107        | 782          | 1.555         | (1.744)      | <b>4.858</b>  | (3.402)        | <b>1.456</b>  |
| CVA / DVA / FVA                                    | 201           | 0            | 0            | 0             | 276          | 477           | 169            | 646           |
| Cost-to-Achieve                                    | 313           | 109          | 318          | 552           | (7)          | 1.287         | 45             | 1.331         |
| Other severance                                    | 26            | 6            | 5            | 8             | 20           | 64            | 5              | 69            |
| Litigation   | 1.142         | 11           | 50           | 1             | 536          | 1.740         | 1.296          | 3.036         |
| Impairment of goodwill and other intangible assets | 0             | 57           | 14           | 7             | 0            | 79            | 0              | 79            |
| <b>IBIT adjusted</b>                               | <b>4.841</b>  | <b>1.290</b> | <b>1.170</b> | <b>2.123</b>  | <b>(919)</b> | <b>8.505</b>  | <b>(1.888)</b> | <b>6.617</b>  |
| <b>Average shareholders' equity</b>                |               |              |              |               |              |               |                | <b>56.080</b> |
| Average dividend accruals                          |               |              |              |               |              |               |                | (646)         |
| <b>Average active equity</b>                       | <b>20.182</b> | <b>5.124</b> | <b>5.855</b> | <b>13.976</b> | <b>(0)</b>   | <b>45.137</b> | <b>10.296</b>  | <b>55.434</b> |

1 Credit Valuation Adjustments/Debit Valuation Adjustments/Funding Valuation Adjustments

2 Includes CtA related to Postbank and OpEx.

3 Includes impairment of goodwill and other intangible assets and other divisional specific cost one-offs.

4 Includes netting of cash collateral received in relation to derivative margining.

5 Includes netting of cash collateral pledged in relation to derivative margining.

# Reconciliation of reported to adjusted figures – 2012



| In EUR m (if not stated otherwise)                 | CB&S    | GTB   | DeAWM | PBC    | C&A     | Core Bank     | NCOU    | Group         |
|--|---------|-------|-------|--------|---------|---------------|---------|---------------|
| <b>Revenues (reported)</b>                         | 15.073  | 4.200 | 4.472 | 9.540  | (975)   | <b>32.309</b> | 1.427   | <b>33.736</b> |
| CVA / DVA / FVA <sup>1</sup>                       | 350     |       |       |        |         | 350           |         | 350           |
| <b>Revenues (adjusted)</b>                         | 14.723  | 4.200 | 4.472 | 9.540  | (975)   | <b>31.958</b> | 1.427   | <b>33.385</b> |
| <b>Noninterest expenses (reported)</b>             | 12.071  | 3.327 | 4.299 | 7.224  | 582     | <b>27.504</b> | 3.697   | <b>31.201</b> |
| Cost-to-Achieve <sup>2</sup>                       | (304)   | (41)  | (105) | (440)  | (1)     | (892)         | (13)    | (905)         |
| Litigation   | (790)   | (303) | (64)  | (1)    | (457)   | (1.615)       | (992)   | (2.607)       |
| Policyholder benefits and claims                   | 0       |       | (414) |        |         | (414)         |         | (414)         |
| Other severance                                    | (100)   | (24)  | (42)  | (19)   | (57)    | (243)         | (4)     | (247)         |
| Remaining <sup>3</sup>                             | (1.174) | (353) | (368) | (47)   | 0       | (1.943)       | (421)   | (2.364)       |
| <b>Adjusted cost base</b>                          | 9.703   | 2.605 | 3.305 | 6.716  | 67      | <b>22.397</b> | 2.266   | <b>24.664</b> |
| <b>IBIT reported</b>                               | 2.904   | 665   | 154   | 1.519  | (1.493) | <b>3.749</b>  | (2.935) | <b>814</b>    |
| CVA / DVA / FVA                                    | (350)   | 0     | 0     | 0      | 0       | (350)         | 0       | (350)         |
| Cost-to-Achieve                                    | 304     | 41    | 105   | 440    | 1       | 892           | 13      | 905           |
| Other severance                                    | 100     | 24    | 42    | 19     | 57      | 243           | 4       | 247           |
| Litigation   | 790     | 303   | 64    | 1      | 457     | 1.615         | 992     | 2.607         |
| Impairment of goodwill and other intangible assets | 1.174   | 73    | 202   | 15     | (0)     | 1.465         | 421     | 1.886         |
| <b>IBIT adjusted</b>                               | 4.921   | 1.106 | 568   | 1.995  | (978)   | <b>7.613</b>  | (1.504) | <b>6.109</b>  |
| <b>Average shareholders' equity</b>                |         |       |       |        |         |               |         | <b>55.597</b> |
| Average dividend accruals                          |         |       |       |        |         |               |         | (670)         |
| <b>Average active equity</b>                       | 20.234  | 4.169 | 5.907 | 12.177 | (0)     | <b>42.487</b> | 12.440  | <b>54.927</b> |

1 Credit Valuation Adjustments/Debit Valuation Adjustments/Funding Valuation Adjustments

2 Includes CtA related to Postbank and OpEx.

3 Includes impairment of goodwill and other intangible assets and other divisional specific cost one-offs.

4 Includes netting of cash collateral received in relation to derivative margining.

5 Includes netting of cash collateral pledged in relation to derivative margining.

# Reconciliation of reported to adjusted figures – 2004 to 2011



## Reconciliation of Corebank IBIT<sup>1</sup>

| In EUR m   | 2011         | 2010         | 2009         | 2008          | 2007         | 2006         | 2005         | 2004         |
|--|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|
| <b>Corebank IBIT reported</b>                        | <b>7,478</b> | <b>7,524</b> | <b>4,746</b> | <b>-6,935</b> | <b>7,449</b> | <b>7,979</b> | <b>5,063</b> | <b>3,844</b> |
| Cost-to-Achieve/Severance/Restructuring <sup>2</sup> | 514          | 527          | 629          | 555           | 212          | 344          | 815          | 678          |
| Material Litigation                                  | 302          | 183          | 138          | 191           | 75           | 121          | 659          | 275          |
| Impairment of goodwill and other intangible assets   | 0            | 29           | -285         | 585           | 74           |              |              |              |
| <b>Corebank IBIT adjusted</b>                        | <b>8,294</b> | <b>8,263</b> | <b>5,228</b> | <b>-5,605</b> | <b>7,810</b> | <b>8,444</b> | <b>6,537</b> | <b>4,796</b> |

1 Corebank is Group excluding NCOU for 2011 and Group excluding ex-CI for 2004-2010. For 2007-2011 numbers are based on IFRS, prior periods are based on U.S. GAAP.

2 Includes Cost-to-Achieve and Other severance for 2011 and Restructuring activities and Severance for 2004-2011

## Full Year 2007 IBIT reconciliation<sup>3</sup>

| In EUR m   | CB&S         | GTB        | AWM          | PBC          | C&A        | Core Bank    | ex-CI        | Group        |
|--|--------------|------------|--------------|--------------|------------|--------------|--------------|--------------|
| <b>IBIT reported</b>                               | <b>4,202</b> | <b>945</b> | <b>913</b>   | <b>1,146</b> | <b>243</b> | <b>7,449</b> | <b>1,299</b> | <b>8,749</b> |
| Severance/Restructuring                            | 96           | 6          | 20           | 26           | 63         | <b>212</b>   | 0            | <b>212</b>   |
| Material Litigation                                | 14           | 0          | 60           | 0            | 0          | <b>75</b>    | 91           | <b>166</b>   |
| Impairment of goodwill and other intangible assets | 0            | 0          | 74           | 0            | 0          | <b>74</b>    | 54           | <b>128</b>   |
| <b>IBIT adjusted</b>                               | <b>4,312</b> | <b>952</b> | <b>1,068</b> | <b>1,172</b> | <b>306</b> | <b>7,810</b> | <b>1,445</b> | <b>9,254</b> |

3 Based on International Financial Reporting Standards (IFRS)

## Full Year 2004 IBIT reconciliation<sup>4</sup>

| In EUR m   | CB&S         | GTB        | AWM        | PBC          | C&A         | Core Bank    | ex-CI      | Group        |
|--|--------------|------------|------------|--------------|-------------|--------------|------------|--------------|
| <b>IBIT reported</b>                               | <b>2,507</b> | <b>254</b> | <b>414</b> | <b>971</b>   | <b>-302</b> | <b>3,844</b> | <b>186</b> | <b>4,029</b> |
| Severance/Restructuring                            | 425          | 44         | 138        | 60           | 11          | <b>678</b>   | 4          | <b>682</b>   |
| Material Litigation                                | 275          | 0          | 0          | 0            | 0           | <b>275</b>   | 101        | <b>376</b>   |
| Impairment of goodwill and other intangible assets | 0            | 0          | 0          | 0            | 0           | <b>0</b>     | 0          | <b>0</b>     |
| <b>IBIT adjusted</b>                               | <b>3,207</b> | <b>297</b> | <b>552</b> | <b>1,031</b> | <b>-291</b> | <b>4,796</b> | <b>291</b> | <b>5,087</b> |

4 Based on U.S. General Accepted Accounting Principles (U.S. GAAP)