

Deutsche Bank

# Executing on our strategic transformation

Christian Sewing – Chief Executive Officer

DB Global Financial Services Conference, 1 June 2021

# Summary



Continued progress on strategic priorities

Strong profitability driven by ongoing revenue improvement at Group and Core Bank

Disciplined cost control

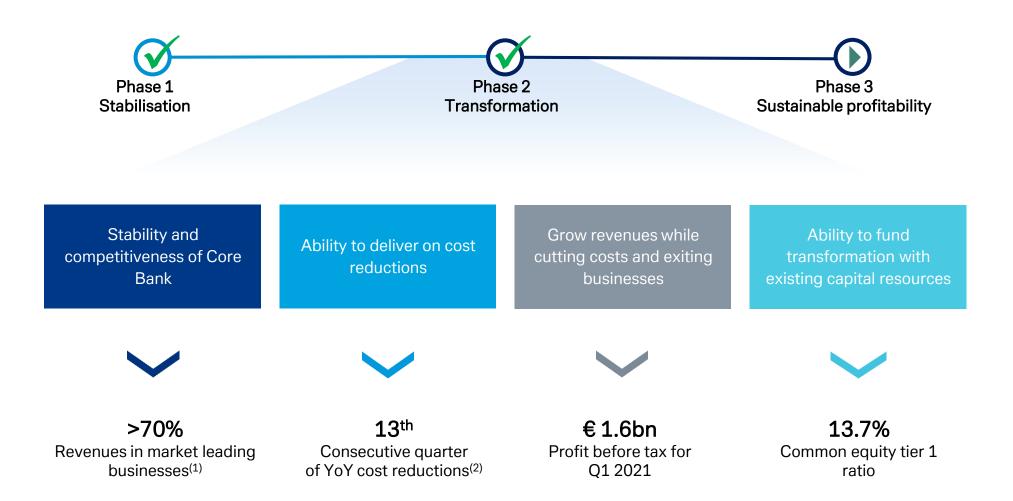
Robust balance sheet combined with prudent risk management

Focus on investments in technology and controls

Brought forward € 200bn sustainable finance target date by two years to end of 2023

## We have made material progress

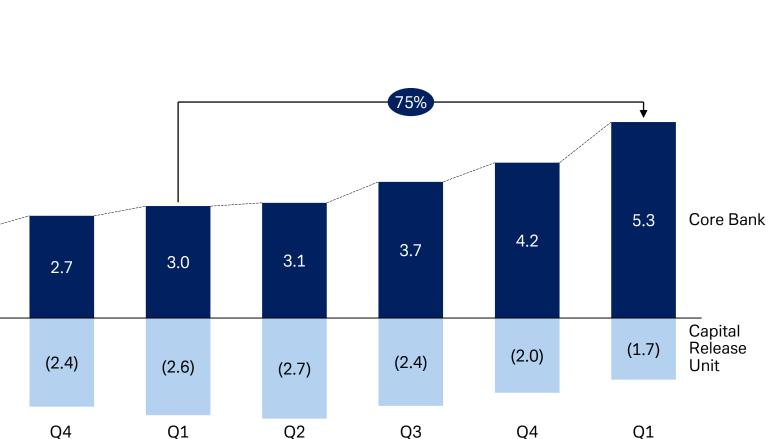




Data as of September 2020. Leading defined as top 5 except for Corporate Bank defined as top 6 market position; IB source: McKinsey data
Adjusted costs excluding bank levies and transformation charges related to the strategic announcement on 7 July 2019

# Strategic transformation drives higher profitability

Last 12 months (LTM) adjusted profit (loss) before  $tax^{(1)}$ , in  $\in$  bn, unless stated otherwise



2019

(1) 2019 figures based on reporting structure as disclosed in 2020 annual report

2.4

(2.1)

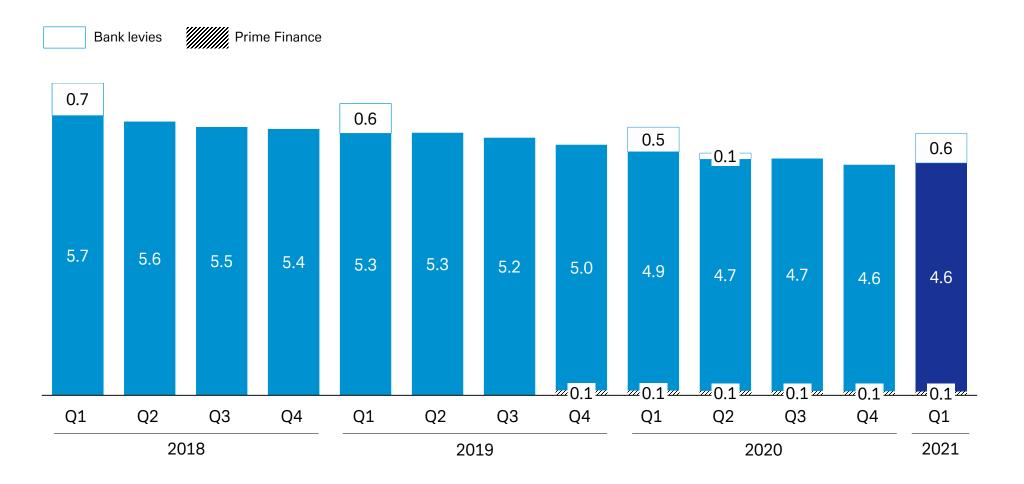
Q3

2020

2021

# Cost discipline continues for the 13<sup>th</sup> consecutive quarter

Adjusted cost excluding transformation charges<sup>(1)</sup>, in  $\in$  bn



(1) Adjusted costs excluding bank levies and transformation charges related to the strategic announcement on 7 July 2019. No transformation charges in 2018. Q1 2021 reported noninterest expenses: € 5.6bn

(2) For Q1 2021 including unexpected deposit guarantee scheme premium of € 28m

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# Maintained strong balance sheet



	Q4 2020	Q1 2021	
Common Equity Tier 1 capital ratio	13.6%	13.7%	330bps above regulatory requirements <sup>(1)</sup>
Liquidity reserves	€ 243bn	€ 243bn	Stable and high quality funding base
Liquidity coverage ratio	145%	146%	€ 70bn above regulatory requirements
Provision for credit losses (bps of average loans) <sup>(2)</sup>	23	6	Improved macroeconomic environment

(1) Maximum distributable amount of 10.4%

(2) Quarterly provision for credit losses annualized as bps of average quarterly loans gross of allowance at amortized cost

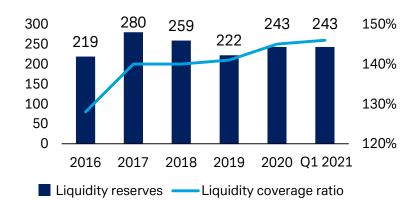
# Disciplined risk management

In € bn, unless stated otherwise

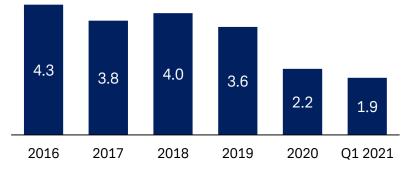


#### Credit risk 41 17 1.8 1.4 0.7 0.1 0.5 0.5 2016 2017 2020 Q1 2021 2018 2019 Provisions for credit losses In bps of average loans<sup>(1)</sup>

## Liquidity risk

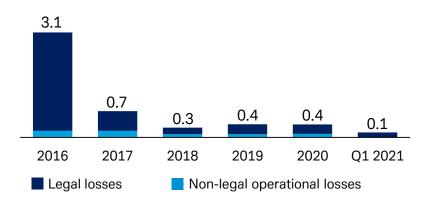


#### Market risk



Market risk trading economic capital<sup>(2)</sup>

## Non-financial risk<sup>(3)</sup>



(1) Loans gross of allowance at amortized cost

(2) Sum of traded market risk economic capital and traded default risk economic capital; scope includes fair value banking book

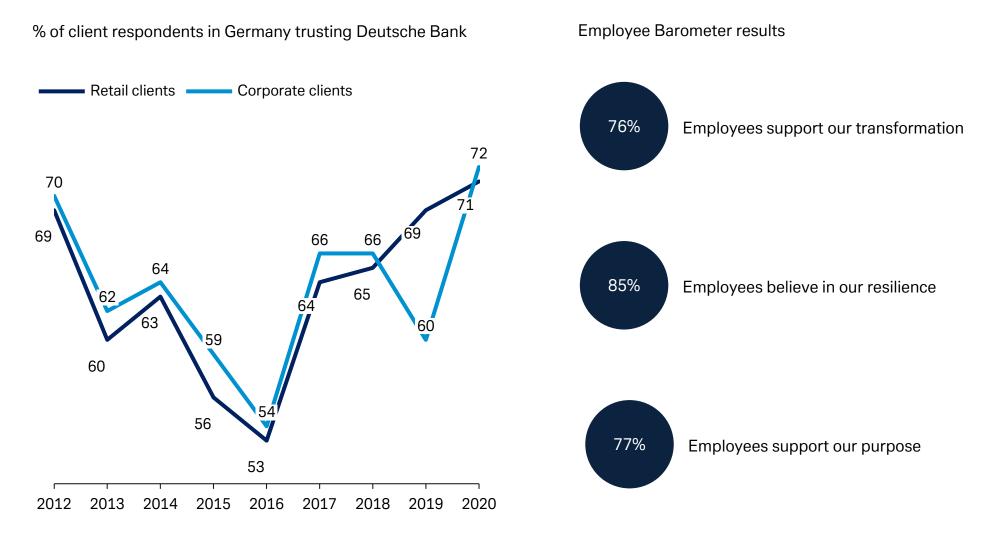
(3) For risk management purposes, operational risk includes legal risk arising from loss events for operational shortcomings but excludes business and reputational risk



~€ 1.2bn investments in technology across Risk, Anti Financial Crime and Compliance in 2017 – 2020							
Investments ongoing, focused on Anti-financial Crime							
$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$			
Anti-Financial Crime	Compliance	Climate / ESG	Credit Risk	Market Risk			
Daily name list screening of all our clients against sanctioned entities, politically exposed persons and our internal criteria	We now monitor over 1 million communications on a daily basis across email, chats and voice communications across 12 languages	Scenario analysis, climate taxonomy, carbon intensity and emissions analysis under development. Tightened ESG standards in place (i.e. arctic and oil sands projects)	Implemented new Global Credit Rating System (GCRS) with ~4,500 counterparties migrated. Improves data timeliness and monitoring capabilities	Historical Simulation Risk Management launched, improving accuracy, granularity, control and risk management through ~15bn trade revaluations daily			

# Client trust and employee engagement is growing





Source: Group Brand Market Research (GBMR) Reputation Tracking, January 2021 and Employee Barometer, April 2021

## Progress made on strategic priorities Q1 2021



### **Investment Bank**

- Double digit percentage revenue growth for the 6th consecutive quarter
- Continued client re-engagement and growth in client intensity



## Private Bank

- ✓ € 15bn of net inflows across AuM and net new loans, in line with our 2021 ambition
- Reached agreement with workers council on distribution network optimization to close ~150 branches in Germany in 2021

PBT

+92%

## Corporate Bank

- ✓ € 83bn deposits under charging agreements with quarterly revenues of € 74m
- Progress in clearing payments via online marketplaces and expansion of partnership with Mastercard



#### Asset Management

- ✓ At € 820bn, AuM reached record highs for DWS with growth in our targeted asset classes
- DWS laid foundations for a standalone technology platform



RoTE

+3ppt

# Well positioned for key structural trends





# Sustainability is a key driver for opportunities with new value potential



Key drivers **Resulting opportunities** Clients<sup>(5)</sup> reallocate resources and **Regulators**<sup>(1)</sup> impose tougher policies require advice in their transition €130tn AuM Clients demand a credible partner Employees<sup>(5,6)</sup> are attracted by reallocated based on ESG purpose-driven companies factors by 2030<sup>(3)</sup> Employees seek purpose >€ 1tn sustainable Investors<sup>(2)</sup> increasingly decide investments based on ESG principles via EU Green Deal Investors<sup>(2)</sup> demand transparency until 2030<sup>(4)</sup> Society and media recognise and Public scrutinizes our efforts

(1) European Commission 'Banking and Finance: Sustainable Finance' Website; Constitutional Court of Germany, Press Release No. 31/2021 of 29 April 2021

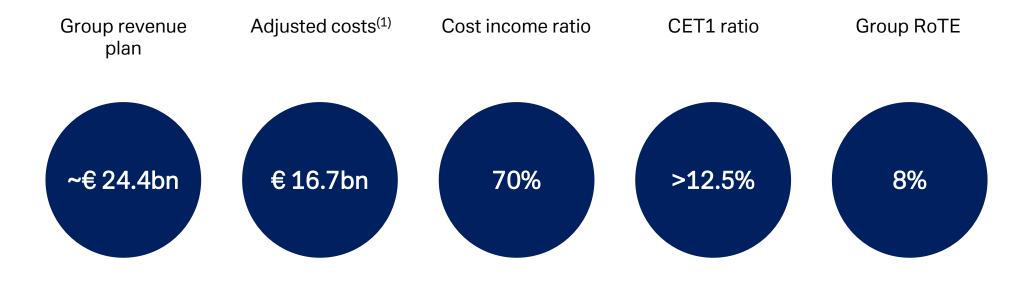
- (2) CFA Institute: ESG Survey 2017; ESG Integration in the Americas 2018; EU Survey 2018; Global Sustainable Investment Review 2018 by the Global Sustainable Investment Alliance
- (3) Deutsche Bank Research (2020): C-SPACE Essential Market Insights for the C-Suite
- (4) European Commission (2020): Green Deal Investment Plan
- (5) HP Workforce Sustainability Survey Global Insights Report 2019 by Edelman Intelligence; Survey incl. Deutsche Bank employees: Value of banking Sustainability, 2018
- (6) Gallup The Future of Your Workplace Depends on Your Purpose, 2019

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reward improvements

# Committed to our 2022 plans and targets





## € 5bn of capital for distribution to shareholders from 2022

(1) Adjusted costs excluding transformation charges

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# Cautionary statements

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.

By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement. Such factors include the conditions in the financial markets in Germany, in Europe, in the United States and elsewhere from which we derive a substantial portion of our revenues and in which we hold a substantial portion of our assets, the development of asset prices and market volatility, potential defaults of borrowers or trading counterparties, the implementation of our strategic initiatives, the reliability of our risk management policies, procedures and methods, and other risks referenced in our filings with the U.S. Securities and Exchange Commission. Such factors are described in detail in our SEC Form 20-F of 20 March 2020 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from <u>www.db.com/ir</u>.

This presentation also contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS, to the extent such reconciliation is not provided in this presentation, refer to the Q1 2020 Financial Data Supplement, which is accompanying this presentation and available at <u>www.db.com/ir</u>.