

Investor Day Frankfurt, 15 December 2009

A Passion to Perform.



1	Global Banking
2	Global Transaction Banking
3	Corporate Finance



## **Global Banking strategic priorities**

#### Phase 4

Increase CIB profitability with renewed balance sheet and risk discipline

Focus on Asia as a key driver of revenue growth

Reinvigorate our performance culture

#### **Global Bankings' actions**

#### **Global Transaction Banking**

- **IBIT of EUR 1.3 bn** by 2011
- Build scale
- Further investments in emerging markets to expand coverage and secure new mandates
- Increase share of fee and high margin products
- Capitalise on normalisation of interest rate environment
- Integration of acquisitions

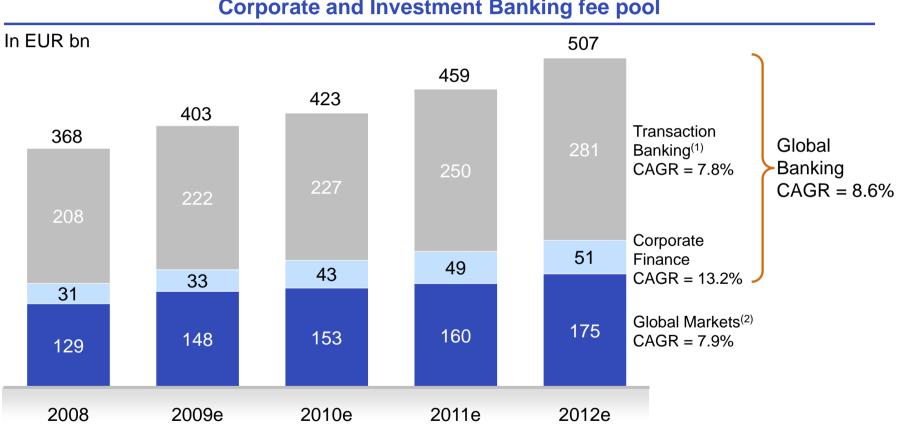
#### **Corporate Finance**

- **Top 5** rank by global fee league table
- Capitalise on momentum in Americas and Asia
   Pacific
- Establish a clear leadership position in Europe
- Recalibration of Leveraged Finance and Commercial Real Estate





### **Corporate and Investment Banking covers a sizeable and** growing fee pool



**Corporate and Investment Banking fee pool** 

(1) Fee pool includes certain product areas inaccessible to DB or where DB does not participate (e.g. domestic payments ex. Germany, global custody)

(2) Global Markets fee pool includes GFFX, Rates, RMBS, Commodities, Core GCT, Risk Syndicate, EM Debt, Distressed Debt, Equity Trading, Equity Derivatives, Prime Finance, Equity Prop Trading

Source: Transaction Banking and Global Markets estimates from McKinsey, Corporate Finance based on internal DB estimates Investor Relations 12/09 · 4



## **Global Banking within the context of Corporate and Investment Banking**

#### **Corporate and Investment Bank revenues** At period end, in EUR m Components of Global Banking 2006 2007 2008 9M2009 Sales and Trading (equity) 4.613 (630)4.039 2.096 Sales and Trading (debt and other products) 9.016 8.407 124 8.527 Loan products<sup>(1)</sup> 946 1.065 1.392 1,276 Origination (equity) 760 861 336 514 Origination (debt) 1.331 714 (713)902 Advisory 800 1.089 589 297 Other (318) (151) (661) (269)**Corporate Banking & Securities** 16.574 16.598 436 13.343 **Global Transaction Banking** 2,228 2,585 1,977 2,774 **CIB** revenues 18,802 19,183 3,209 15,321

(1) The components of Loan products that are part of Global Banking include Loan Exposure Management Group, Global Lending Group, Asset Finance and Leasing, Commercial Real Estate and CF Central Investor Relations 12/09 · 5





### **Global Banking delivers the bank's products in an integrated** fashion

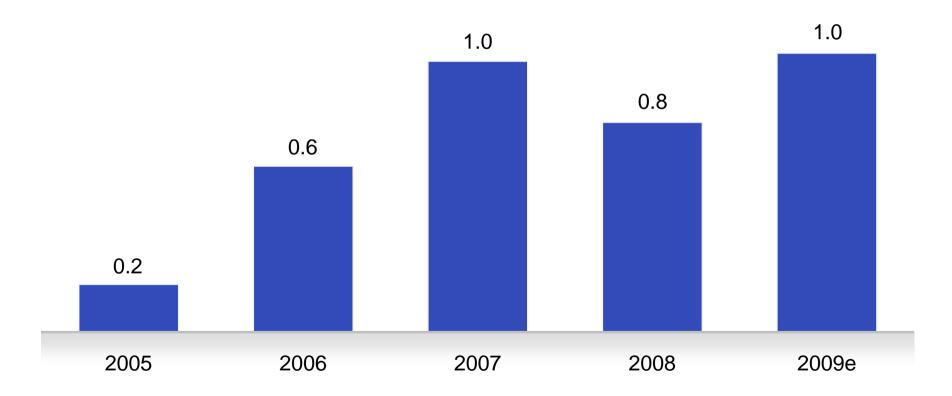
Deutsche Bank's products			Global Banking coverage focus		Global Banking clients
Corporate	e Finance		Coverage Client team contact		
Asset Finance & Leasing	Equity Capital Markets		team	contact	
Commercial Real Estate			Industry and	Board / CEO /	Corporates
Leveraged Debt			Country Coverage	CFO	
Global Transa	Global Transaction Banking				
Trade Finance	Trust & Securities Services	Corporate		Finance	Financial
Cash Management Corporates	Cash Management Financial Institutions		Banking Coverage	Director / Treasurer	institutions
Global I	Global Markets				
Commodities	Foreign Exchange		Debt Capital Markets /	Treasurer /	
Emerging Market Debt	New Issue Syndicate		Corporate Coverage	porate Finance	Governments
Equities	Rates		Group		



## Significant cross-sell

Revenues generated by Global Banking booked in other divisions<sup>(1)</sup>

In EUR bn



(1) Cross-sell includes revenues booked in Global Markets (excl. ECM), PBC and PWM where a GB banker had a significant role in origination or execution of the transaction

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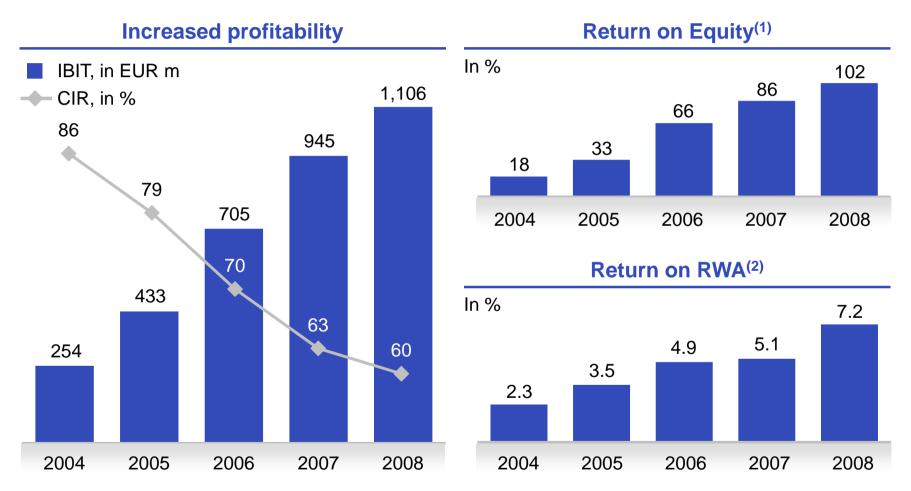


1	Global Banking
2	Global Transaction Banking
3	Corporate Finance





### **GTB** is now one of the main pillars of Deutsche Bank



(1) Based on average active equity

(2) IBIT divided by RWA, 2004 - 2007 RWA based on Basel I, 2008 RWA based on Basel II

Note: Numbers for 2004 and 2005 based on U.S. GAAP, from 2006 onwards based on IFRS; from 2004 - 2006 RWA

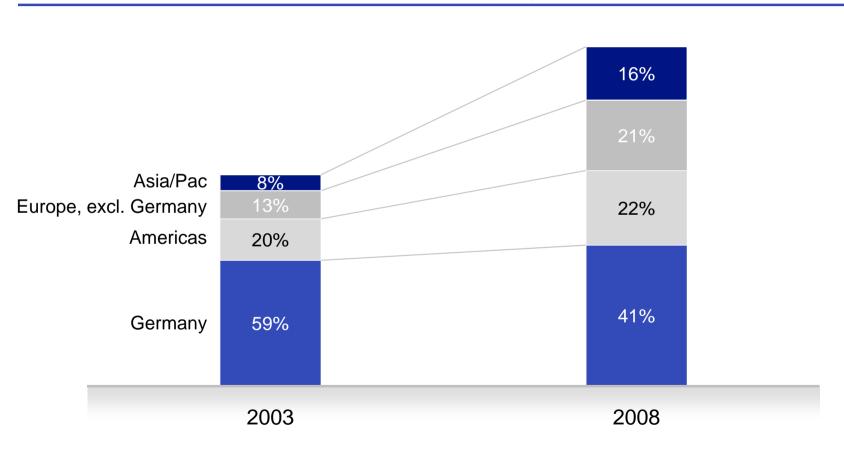
Source: Finance GTB

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## GTB has diversified its business by pursuing global opportunities, particularly with its strong German client base

Net revenues by region



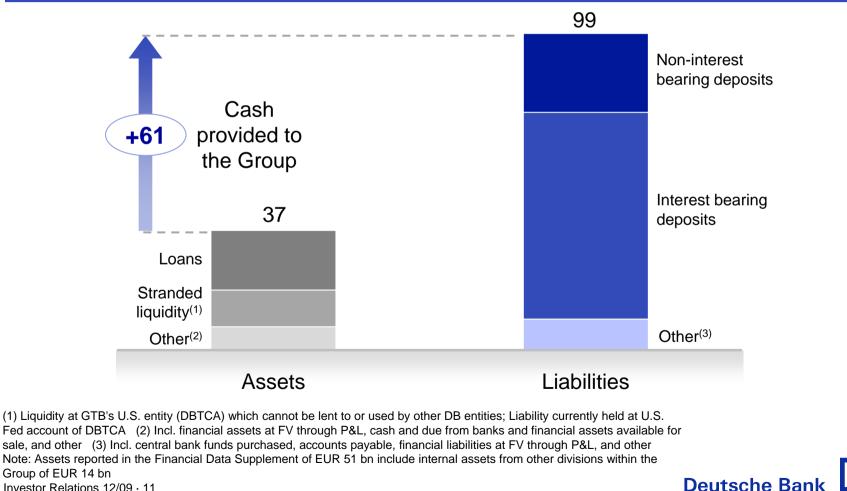
Note: Numbers for 2003 based on U.S. GAAP, 2008 based on IFRS, excl. discontinued business Investor Relations  $12/09 \cdot 10$ 



## **GTB provides liquidity to the Group**

As of September 2009, in EUR bn

GTB balance sheet (external assets and liabilities only)



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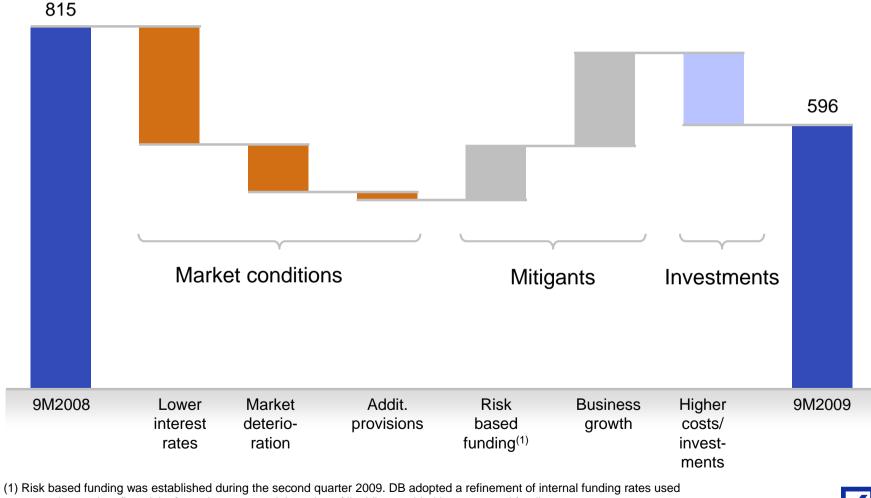
## The macroeconomic environment has impacted GTB's performance in 2009

Product	Factors impacting 2008/2009 performance	Revenue impact	Income before income taxes		
Trade Finance	Higher margins, risk aversion and increased market share more than offsetting decreasing global trade volume		In EUR m 815		
Cash Management Financial Institutions	Increase in fee income and new mandates		596		
Cash Management Corporates	<ul> <li>Global decline in payment volumes, increased regulatory costs and lower interest rates</li> </ul>				
Trust & Securities Services	<ul> <li>Lower interest rates, dividend payments, depressed asset values and primary capital market activity</li> </ul>		9M2008 9M2009		



## GTB has mitigated some of the adverse impacts ...

Income before income taxes, in EUR m

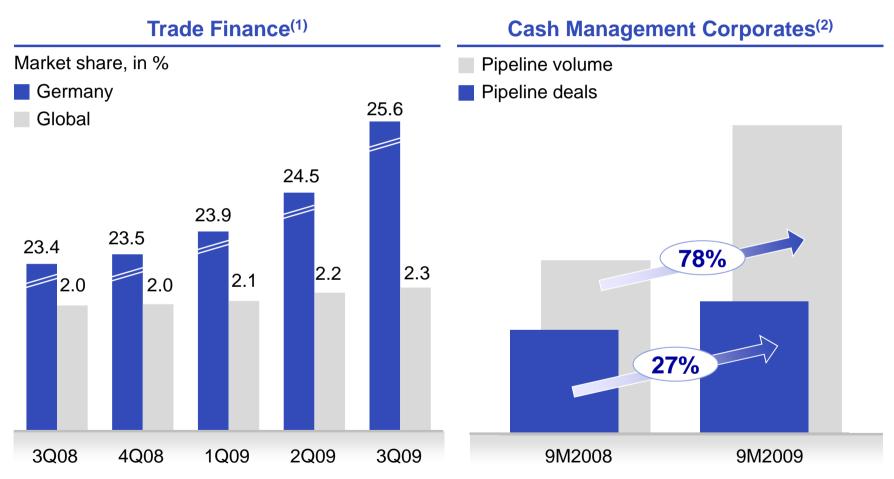


to more adequately reflect risk of certain assets and the value of liquidity provided by unsecured funding sources Investor Relations 12/09 · 13



## ... and grown market share

Example: Trade Finance and Cash Management Corporates



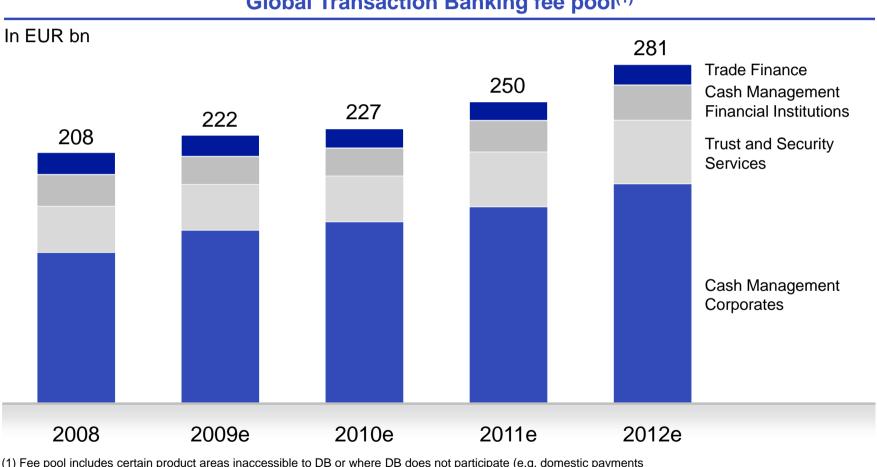
(1) Source: SWIFT Market Watch, export L/C received

(2) Pipeline volume / deals: Prospective revenues from / # of deals acquired in the period with win probability >25% Investor Relations 12/09 · 14





## Looking forward, there will be significant growth in the GTB fee pool



**Global Transaction Banking fee pool**<sup>(1)</sup>

(1) Fee pool includes certain product areas inaccessible to DB or where DB does not participate (e.g. domestic payments excl. Germany, global custody)

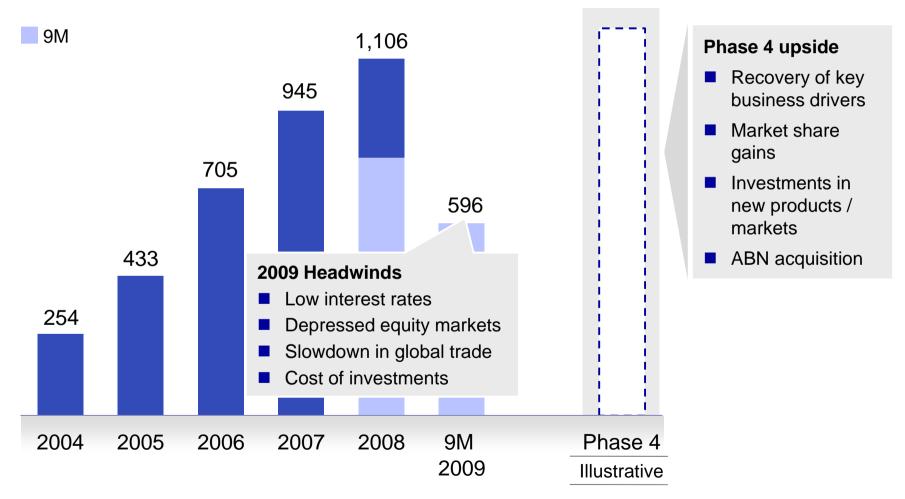
Source: Fee pool estimates from McKinsey

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## GTB is positioned to grow ...

Income before income taxes, in EUR m



Note: 2004-2005 based on U.S. GAAP and on structure as of 2006, 2006 onwards based on IFRS and on latest structure Investor Relations  $12/09 \cdot 16$ 

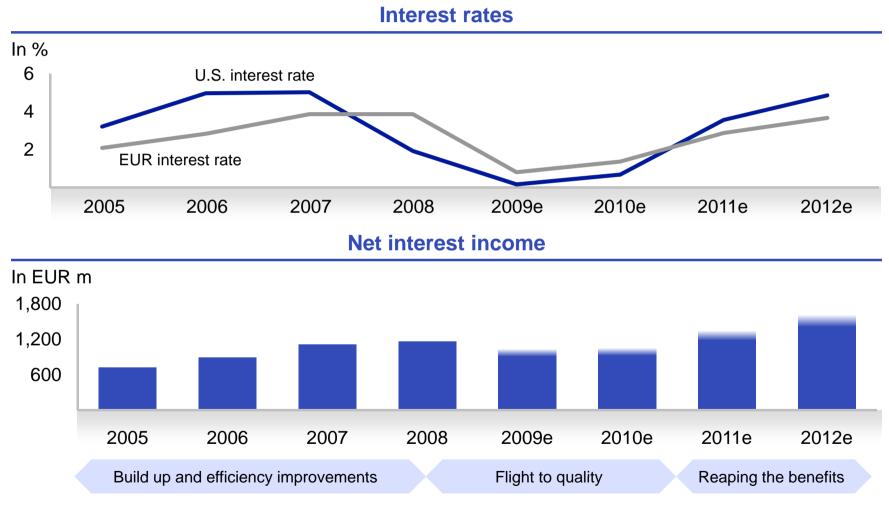


## ... by capitalising on recent investments ...

System enhancements	<ul> <li>Completed alignment for EUR and USD high value payment processing</li> <li>Customer front end investments, e.g. GTB portal</li> <li>Investments in client on-boarding infrastructure</li> </ul>
New products	<ul> <li>HedgeWorks – upgrade platform and roll out in Europe and Asia</li> <li>FX4Cash – provide FX conversion for low value, recurring cross-border payments</li> <li>Deutsche Card Services – expand into card processing business and close product gap</li> <li>Supply Chain Financing – expand innovative trade finance offering beyond clients' value chains</li> </ul>
New markets	<ul> <li>Brazil roll-out</li> <li>Preparation of China branch expansion</li> <li>Set-up of expansion in CEE (Ukraine)</li> <li>Set-up of on-shore presence in United Arab Emirates</li> <li>Build-out of European Corporate Banking Coverage</li> </ul>



## ... by positioning to benefit from interest rate normalisation ...



Note: Assumes 5% volume growth p.a.; U.S. interest rates: Fed Funds Rate; EUR interest rates: Euro Overnight Index Average; GTB assumptions

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# ... and by focusing on high growth, fee and high margin products

Opportunity	Product	Rationale / measures
Innovative financing solutions	Supply Chain Finance	<ul> <li>Market potential 3 to 4x larger than traditional documentary business</li> <li>Focus on Investment Grade clients (~ 90% of limits)</li> </ul>
Long term financing	Structured Trade and Export Finance	Lack of confidence in the capital markets creates significant opportunities for structured trade solutions in Export Credit Agencies, Commodity, and Account Receivables Financing
Correspondent banking	Cash Management Financial Inst.	<ul> <li>Leverage GTB's leading positions in EUR and USD clearing</li> <li>Expand product offering to cover remittances and treasury products and to other currencies</li> </ul>
Acquisitions from Dresdner	Securities Lending	<ul> <li>Re-enter high margin product and enhance custody related offer</li> <li>Enhance access to attractive institutional client groups</li> </ul>
Hedge fund administration	HedgeWorks	<ul> <li>Expected growth of 20% p.a.; current fee pool ~EUR 1.5 bn</li> <li>Introduce lending to fund of funds</li> </ul>

Source: DB estimate; BoNY Mellon KC Quirk Investor Relations 12/09 · 19



## GTB growth will be based on building strength in mature markets and regional expansion

Goal	Region	Rationale / measures			
Leverage DB's brand name and GTB's product	Mature markets	<ul> <li>Maintain leading position in Germany</li> <li>Build-out large- / mid-cap client base in Western Europe</li> <li>Increase GTB sales in the UK</li> <li>Accelerate outbound strategy in the U.S.</li> </ul>			
<ul><li>offering to expand the business</li><li>Focus on multi-</li></ul>	Asia	<ul> <li>2010-2014 GDP growth of 5.4% p.a.</li> <li>Expand branches in China</li> <li>Leverage our strong position in India</li> </ul>			
<ul> <li>national corporate subsidiaries and local blue chip large caps</li> <li>Enhance GTB's integrated</li> </ul>	CEE	<ul> <li>GDP growth rates above Western European levels</li> <li>Build-out of Ukraine</li> <li>Phase I: Establish further presences in Romania and Russia</li> <li>Phase II: Bulgaria, Slovakia and other CEE countries</li> </ul>			
integrated regional and product reach	Middle East	<ul> <li>2010-2014 GDP growth of 4.8% p.a.</li> <li>Establish new GTB presences in UAE (Abu Dhabi onshore as of Feb 1), Saudi Arabia and Qatar (securities business)</li> </ul>			



# financial transparency.

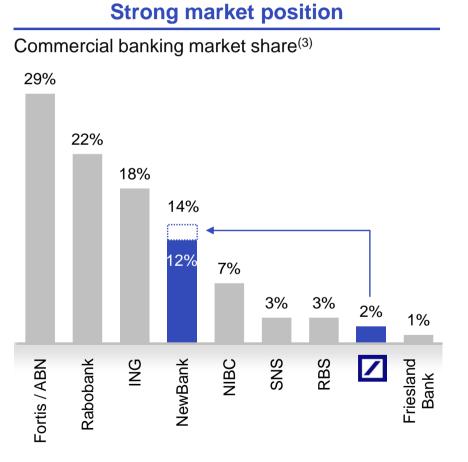
## The acquisition of a portion of ABN Amro's commercial banking assets would strengthen GTB's footprint in Europe

#### **Target description**

15 ABN commercial banking units (2 CCUs<sup>(1)</sup> and 13 AKs<sup>(2)</sup>) evenly spread throughout The Netherlands plus Rotterdam-based Hollandsche Bank Unie

#### **Strategic rationale**

- Achieve a deeper client coverage
  - combining the existing DB AG large cap business with NEWBank's Midcap client coverage
  - leveraging NEWBank's local footprint in The Netherlands to grow the Midcap business
- Complement product gaps of GTB's 'Financial Supply Chain Strategy' with a factoring and stock financing solution (IFN)



(2) Advieskantoren (advisory branches)

turnover) and commercial clients as well as small entities (EUR 300 k to EUR 50 m turnover)

Source: DB estimate for DB's market share, ABN AMRO estimate for competitors

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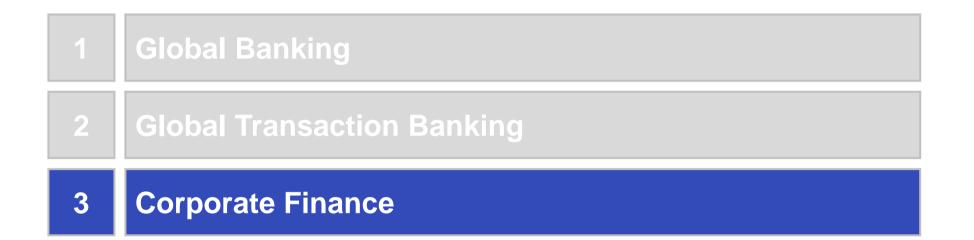


<sup>(1)</sup> Corporate client units

<sup>(3) 2007</sup> market share based on revenues, commercial banking segment includes corporates (EUR 50 m to > EUR 1 bn

## **GTB** priorities

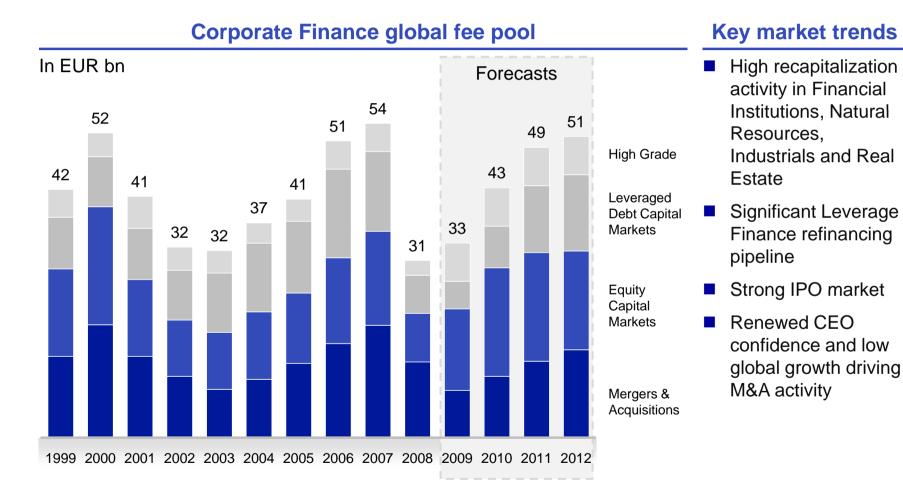








## Fee pool estimates indicate quick rebound in Corporate Finance



Note: % of High Grade in 2010-2012 assumed flat to 2009 Source: Internal DB analysis based on Dealogic data Investor Relations 12/09 · 24



## **Deutsche Bank is less than 1% below the top 5 target**

#### **Corporate Finance global fee league table**

	2007		2008		2009 YTD		
	Manager name	Market share	Manager name	Market share	Manager name	Market share	
	1 JPMorgan	8.7%	1 JPMorgan	8.7%	1 JPMorgan	10.3%	_
	2 Bank of America	8.2%	2 Bank of America	8.4%	2 Bank of America	6.9%	
	3 Goldman Sachs	7.0%	3 Goldman Sachs	7.1%	3 Goldman Sachs	6.7%	
	4 Citi	6.5%	4 UBS	6.0%	4 Morgan Stanley	6.2%	
316 bps 🔫	5 Morgan Stanley	5.8%	5 Credit Suisse	5.3%	5 Citi	5.7%	► 188 bps
	6 UBS	5.8%	6 Morgan Stanley	5.3%	6 Credit Suisse	5.3%	
	7 Credit Suisse	5.4%	7 Citi	5.1%	7 UBS	5.1%	
L	8 Deutsche Bank	5.1%	8 Deutsche Bank	4.4%	8 Deutsche Bank	5.0%	
	9 Barclays Capital	3.7%	9 Barclays Capital	3.2%	9 Barclays Capital	3.2%	
	10 BNP Paribas	2.0%	10 RBS	2.5%	10 RBS	2.8%	

The gap between #2 and #8 has decreased by 128 bps from 2007 to 2009 YTD

Source: Based on BPaD analysis of Dealogic data as of 31 October 2009 Investor Relations  $12/09\cdot 25$ 

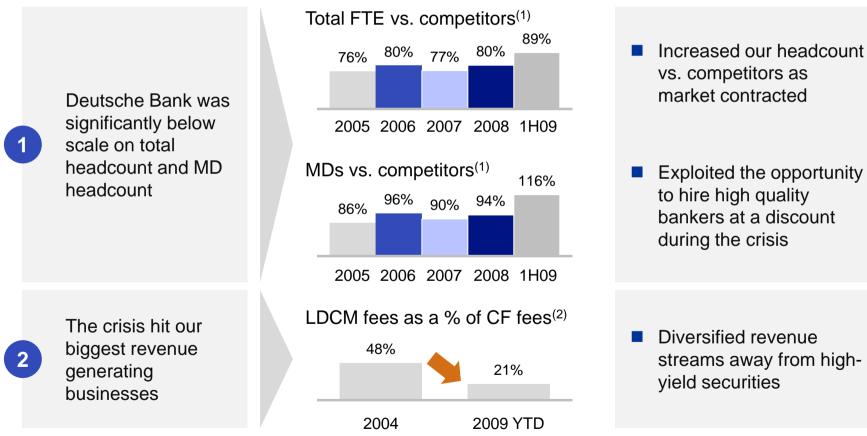




Action and result

### **Deutsche Bank has grown headcount during the crisis**

#### Challenges



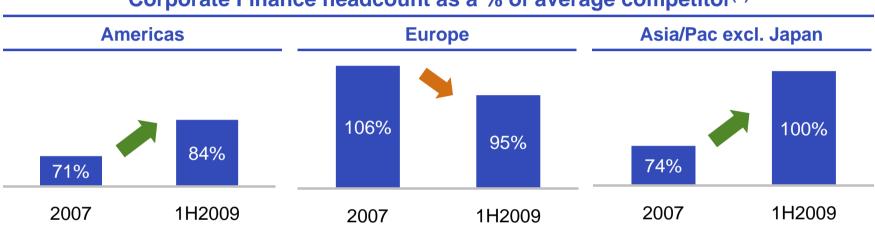
(1) Competitors include Citi, JPMorgan, Credit Suisse, UBS, Morgan Stanley

(2) Total includes LDCM, ECM and M&A fees as of September 2009; LDCM = Leveraged Debt Capital Markets Source: Internal DB analysis, BPaD data from Dealogic, and Mclagan Benchmarking

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## Investments in the Americas and Asia Pacific have yielded positive results ...



#### **Corporate Finance headcount as a % of average competitor**<sup>(1)</sup>

#### Fee league table rank and market share

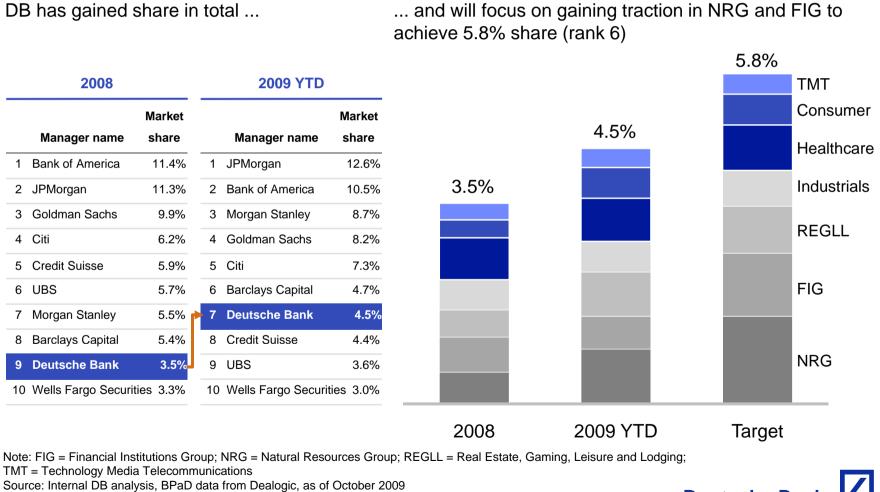


(1) From Gauge Benchmark Citigroup, Credit Suisse, UBS, JPMorgan and Morgan Stanley Source: Internal DB analysis based on Dealogic data and Mclagan Benchmark Investor Relations 12/09 · 27



**DB** target market share

### ... there is a solid foundation for growth in the Americas ...



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Americas league table



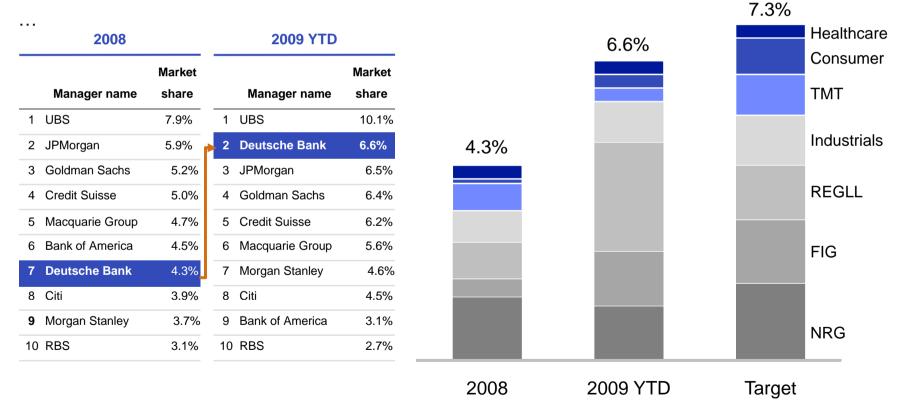
## ... and momentum in Asia Pacific has already yielded positive results

#### Asia / Pac (excl. Japan) league table

DB has made consistent leaps forward in league table rank...

### DB market share

... matched with market share growth



Note: FIG = Financial Institutions Group; NRG = Natural Resources Group; REGLL = Real Estate, Gaming, Leisure and Lodging;

TMT = Technology Media Telecommunications

Source: Internal DB analysis, BPaD data from Dealogic, as of October 2009

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## Investments in key industries and countries

					mee
	Key fee pools	Percentage of fee pool <sup>(1)</sup>	League table position YTD 2009 <sup>(1)</sup>	<b>2008-2009</b> <sup>(2)</sup>	of which MDs and Directors
>	Financial Institutions	23%	11	40	21
Industry	Natural Resources	23%	6	32	13
=	Industrials	16%	7	22	7
	UK	25%	5	109	35
Country	France	12%	10	5	3
	Italy	7%	7	3	3

(1) Average of total market fee pool from 2007 through October YTD 2009 and country percentages based on EMEA fee pool

(2) Excludes Analyst hires.

Source: Internal DB analysis based on Dealogic data as of October 2009

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**FTE hires** 

## Leveraged Finance has been recalibrated, tightening risk and underwriting parameters ...

Competitor ex	posures and r	mark-downs	Lessons learned
In EUR bn	<b>T</b> .(1)	Mad	Pipeline and single-name concentrations were too large
	Total exposure 2007	Mark-downs LTD <sup>(1)</sup>	<ul> <li>Lag time between commitment and funding /</li> </ul>
Citi	29.3	4.8	closing
JPMorgan Chase	18.0	4.3	Market risk not adequately addressed
or morgan onase	10.0		Steps taken
BoA / Merrill Lynch	24.7	4.1	Reduced exposure <sup>(3)</sup> to EUR 13 bn as of
	34.9	4.0 <sup>(2)</sup>	September 2009
Morgan Stanley		2.8	New business governance structure
Morgan Stanley	13.0	2.0	<ul> <li>Tightened risk and underwriting parameters</li> </ul>
Goldman Sachs	29.4	2.8	<ul> <li>Systematic use of hedging against market risk during the underwriting period</li> </ul>
Credit Suisse	21.1	2.4	Mark-to-market underwriting commitments

(1) Cumulative Leveraged Finance mark-downs FY2007-3Q2009

(2) Includes unrealized IAS 39 pro-forma losses of EUR 0.8 bn and includes loan loss provision of EUR 0.9 bn

(3) 3Q2009 total exposure includes loans reclassified under IAS 39

Source: Company data

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## ... Commercial Real Estate has also placed strict limits on pipeline and concentration risk

Competitor ex	posures and i	mark-downs	Lessons learned		
In EUR bn	Total exposure Mark-downs 2007 LTD <sup>(1)</sup>		<ul> <li>Single name concentration risk too high</li> <li>Strayed from core real estate competencies</li> <li>Poor decision made in bridge financing</li> </ul>		
Credit Suisse	15.7	3.6	<ul><li>pre-development</li><li>Aggressive financing / margining mezzanine</li></ul>		
Lehman Brothers <sup>(2)</sup>	35.2	3.3	<ul><li>positions via warehouse lines</li><li>Did not consistently limit our unsecured</li></ul>		
BoA / Merrill Lynch	25.6	3.3	exposures Steps taken		
	17.3	2.8 <sup>(3)</sup>	Reduced exposure <sup>(4)</sup> to EUR 13 bn as of		
Citi	16.0	2.7	<ul> <li>September 2009</li> <li>Tight limits on pipeline / concentration risk</li> </ul>		
Goldman Sachs	12.9	1.8	<ul> <li>(CMBS, REIB)</li> <li>Prohibition on pre-development and warehouse mezzanine transactions</li> <li>Disciplined hedging of market risk</li> </ul>		

(1) Cumulative CRE / CMBS mark-downs FY2007-3Q2009

(2) Lehman includes commercial mortgages and real estate related commitments up until 3Q2008

(3) Includes unrealized IAS 39 pro-forma losses of EUR 0.7 bn and loan loss provision of EUR 0.1 bn

(4)3Q2009 total exposure includes loans reclassified under IAS 39 and loans from CMBS securitizations

Source: Company data





## **Corporate Finance priorities**



## **Phase 4: IBIT potential**

In EUR bn

Phase 4 potential 2011

Corporate Banking & Securities	6.3
Global Transaction Banking	1.3
Asset and Wealth Management	1.0
Private & Business Clients	1.5
Total	10.0



### **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 trading revenues, potential defaults of borrowers or trading counterparties, the implementation of our management agenda, 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 24 March 2009 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from www.deutsche-bank.com/ir.

This presentation may also contain 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 3Q2009 Financial Data Supplement, which is accompanying this presentation and available at <u>www.deutschebank.com/ir</u>.