

Frankfurt, 4 March 2010



### **Agenda**

- 1 2009: Strength on every dimension
- 2 Well-placed to deliver on Phase 4
- 3 Meeting the demands of a changing environment

# 2009: Strength in every dimension

		31 Dec 2008	31 Dec 2009
Profitability	Income before income taxes (FY, in EUR bn)	(5.7)	5.2
	Net income (FY, in EUR bn)	(3.9)	5.0
	Pre-tax RoE (FY, target definition) <sup>(1)</sup>	(20)%	15%
Capital strength	Tier 1 capital ratio	10.1%	12.6%
	Core Tier 1 capital ratio	7.0%	8.7%
	Tier 1 capital (in EUR bn)	31.1	34.4
	Dividend per share (annual, in EUR)	0.50	<b>0.75</b> <sup>(2)</sup>
Leverage reduction	Total assets (IFRS, in EUR bn)	2,202	1,501
	Total assets (U.S. GAAP pro-forma, in EUR bn)	1,030	891
	Leverage ratio (target definition)(3)	28x	23x

<sup>(1)</sup> Based on average active equity (2) Recommended



<sup>(3)</sup> Total assets based on U.S. GAAP pro-forma divided by total equity per target definition Investor Relations  $03/10 \cdot 3$ 

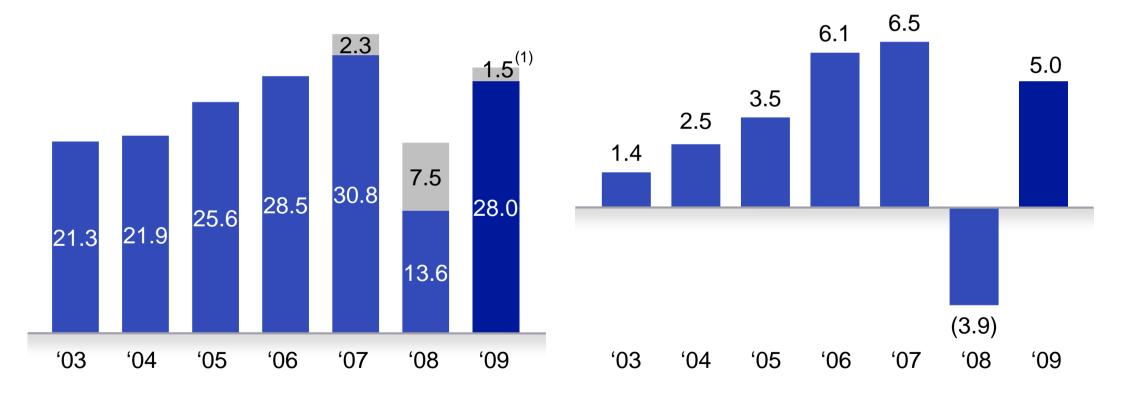
### 2009 in context

In EUR bn

Net revenues Net income

Mark-downs

Net revenues



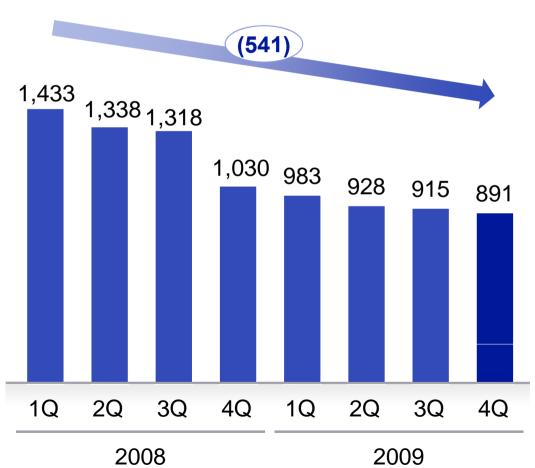


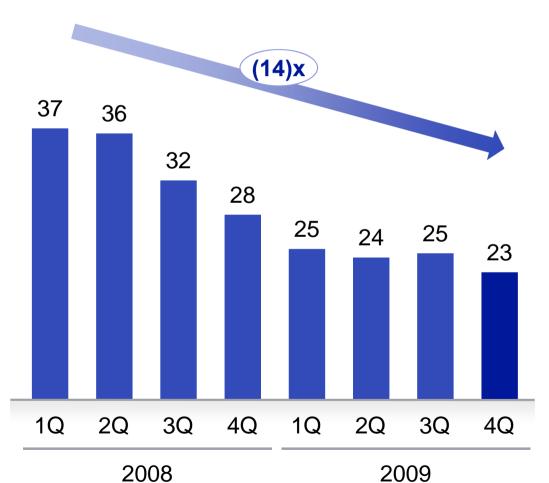
## Significant leverage reduction

#### **Assets**

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

U.S. GAAP pro-forma, in EUR bn

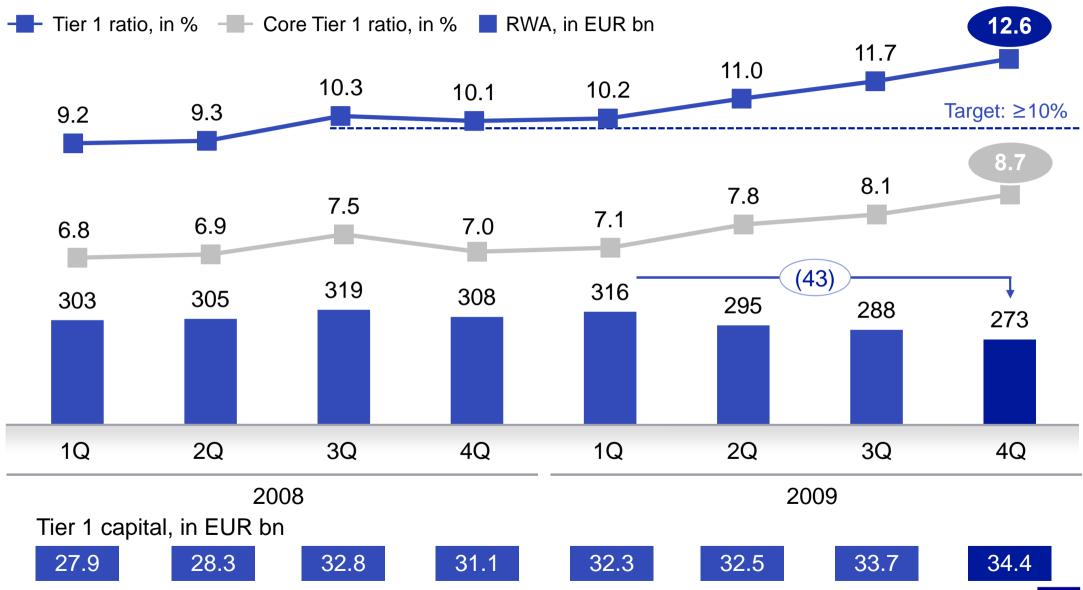




(1) Total assets based on U.S. GAAP pro-forma divided by total equity per target definition Note: Figures may not add up due to rounding differences Investor Relations  $03/10 \cdot 5$ 



## Strongest capital ratios ever





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## In 2002 we launched an ambitious transformation agenda

Phase 3: Accelerating growth

Phase 2: Growth and 25% RoE

Phase 1: Refocusing the business

Focus on core businesses

Performance management and current earnings focus

Further improvement of capital and balance sheet management

Optimisation of the PCAM franchise

Maintaining strict cost, capital and risk discipline

Delivering profitable growth in PCAM

Capitalising on global leadership in CIB

Establishing
Deutsche
Bank as the
most
reputable
brand

Maintaining our cost, risk, capital and regulatory discipline

Further grow our 'stable' businesses in PCAM and GTB Continue to invest in organic growth and 'bolt-on' acquisitions

Build on our competitive edge in CIB

**2002/2003 2003 - 2005 2006 - 2008** 



### Well placed to deliver on Phase 4

### Management Agenda Phase 4

2009 - 2011

Increase CIB profitability with renewed risk and balance sheet discipline

Focus on core PCAM businesses and home market leadership

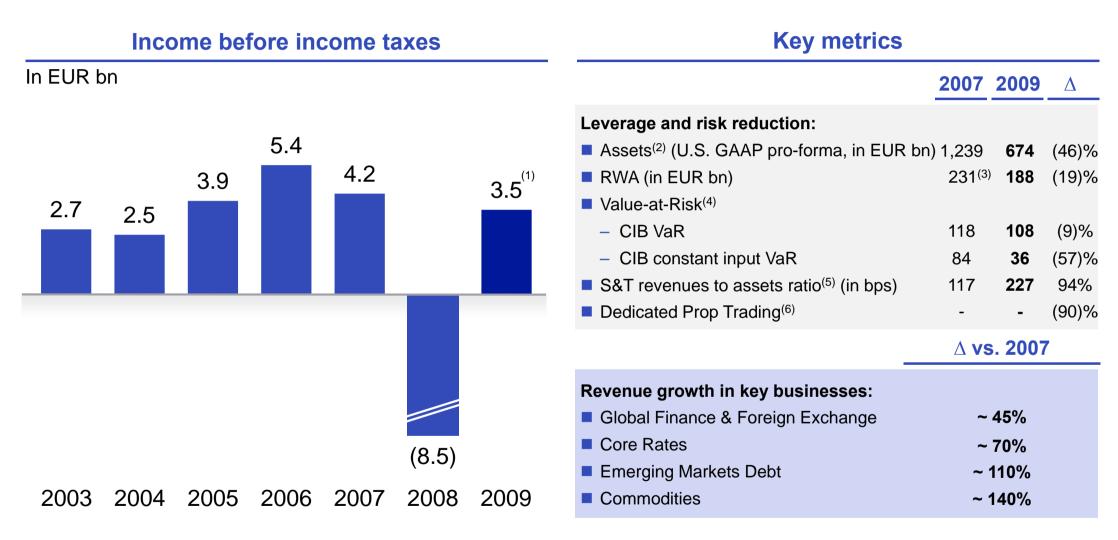
Focus on Asia as a key driver of revenue growth

Reinvigorate our performance culture





### **CB&S: Success of a recalibrated platform**



<sup>(1)</sup> Includes UK payroll tax of EUR 0.2 bn (2) Comparable IFRS CB&S assets are EUR 1,762 bn for 2007 and EUR 1,283 bn for 2009; variance between 2007 and 2009 is (27)% (3) Per 31 March 2008 due to Basel II introduction (4) Average 1Q2008 and average 4Q2009

Note: 2003-2005 based on U.S. GAAP, 2006 onwards based on IFRS

**Deutsche Bank** 



<sup>(5)</sup> Calculated as reported Sales & Trading revenues divided by total Global Markets U.S. GAAP pro-forma assets, including mark-downs and other losses

<sup>(6)</sup> Based on notional capital which is defined as the amount of investible capital available to the prop trading desk; variance vs. peak in Aug 2007



### GTB: Gaining share in a high-quality business

#### **Key metrics** Income before income taxes In EUR m 2008 2009 Pre-tax Return on Equity, in % Market share gains: ■ Trade Finance<sup>(1)</sup> (in %) 23.9 **26.1** 2.3ppt 1,106 ■ EUR Clearing<sup>(2)</sup> (in %) 19.2 **21.2** 2.0ppt 945 Assets under custody<sup>(3)</sup> (in EUR bn) 907 1,298 43% 776 705 **Upside potential (market environment):** Normalisation of interest rates 433 Recovery of export / trade volumes 254 228 2003 2004 2007 2009 2005 2006 2008

Note: 2003 - 2005 based on U.S. GAAP; 2006 onwards based on IFRS; 2003 IBIT and RoE adjusted for gain on sale of Global Securities Services

Source: SWIFT Market Watch, Target 2 Germany

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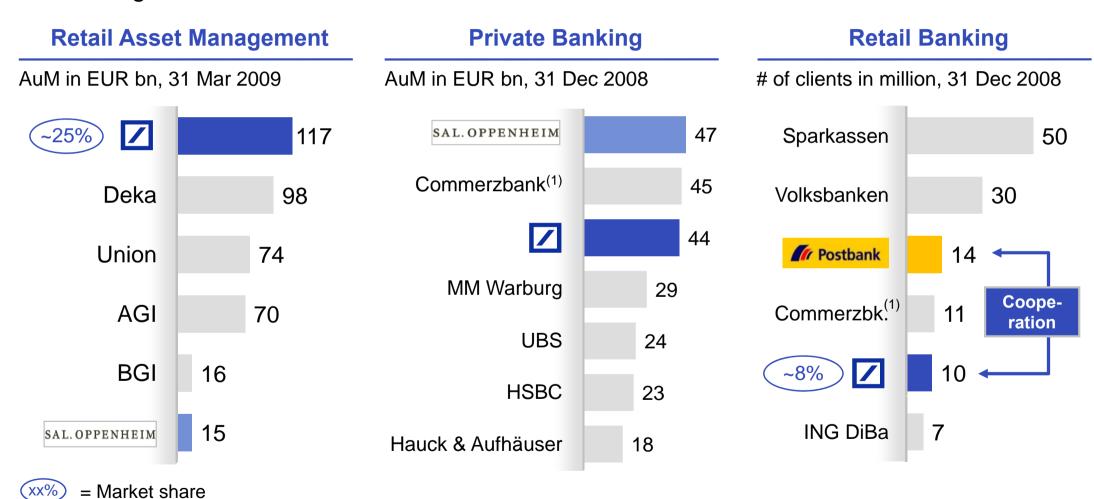
<sup>(1)</sup> Market share for German L/Cs received; 2008 and 2009 based on 4Q2008 and 4Q2009, respectively

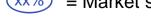
<sup>(2) 2008</sup> and 2009 based on average of 4Q2008 and 4Q2009, respectively (3) At period end, 2008 based on 1Q2009 data



### PCAM: Opportunity to achieve undisputed home market leadership ...

Positioning in German market





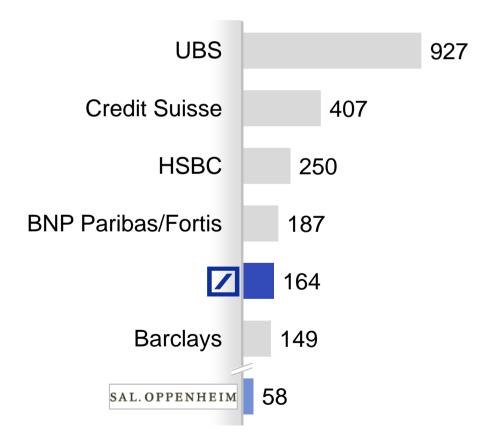




# ... and to close the gap vs. large European players

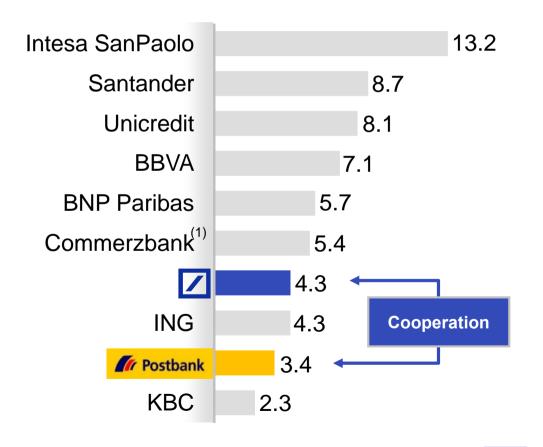
#### **Leaders in European Private Banking ...**

AuM in EUR bn, 31 Dec 2008



#### ... as well as Retail Banking

Domestic revenues in EUR bn, 2008

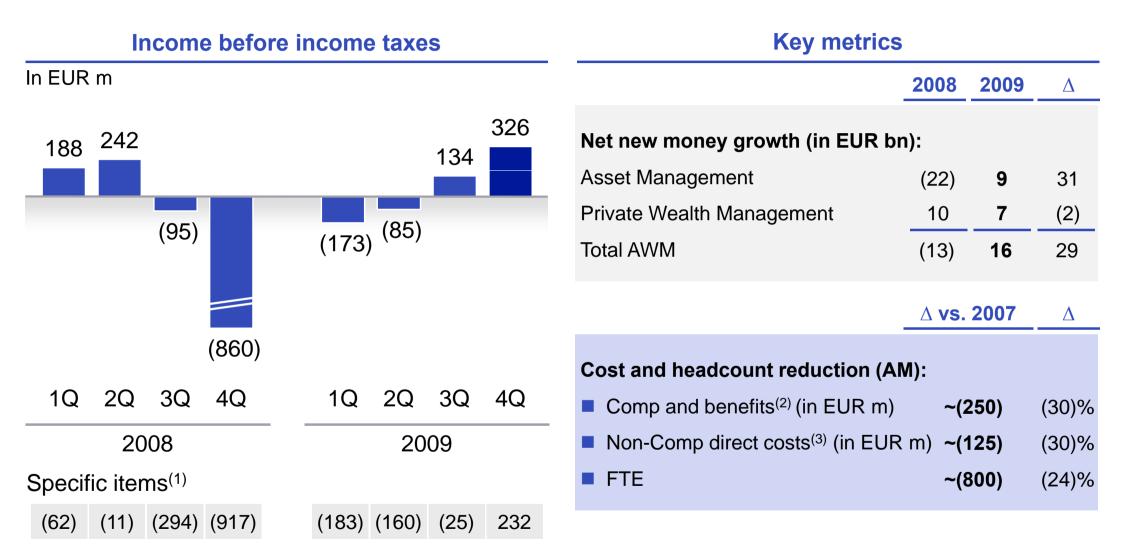


(1) Incl. Dresdner Bank Source: Annual reports, McKinsey





## AWM: Return to profitability and net new money growth



<sup>(1)</sup> Reflects RREEF impairments, seed coinvest impairments, money market fund injections, impairments / write-backs on intangible assets, severance, ARP/S settlement and acquisition related costs



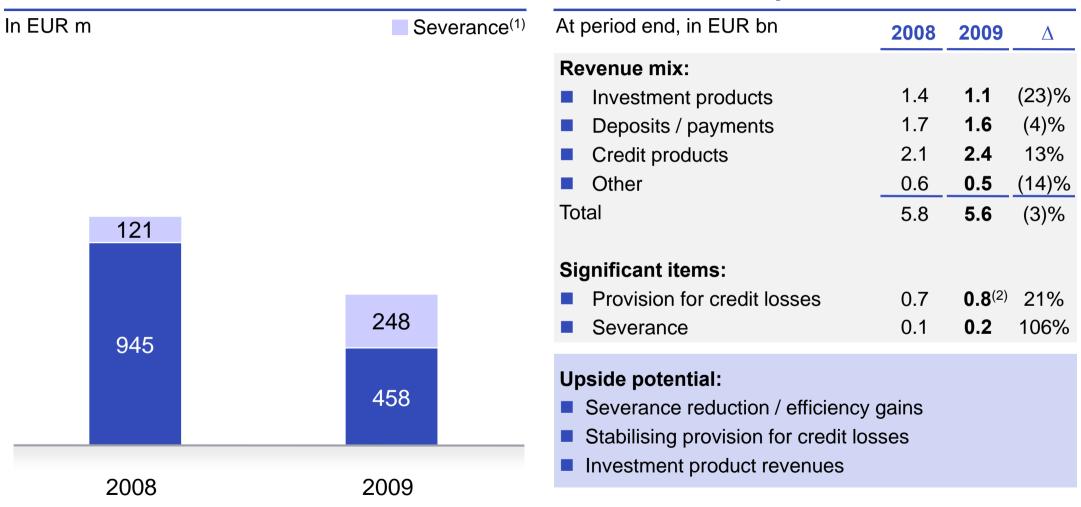
<sup>(2)</sup> Excluding Severance

<sup>(3)</sup> Exclude money market fund injections, Maher/ other RREEF consolidations and Sal. Opp. acquisition related costs Investor Relations 03/10 · 14

## PBC: Responding to a challenging environment

#### Income before income taxes

### **Key features**



<sup>(1)</sup> Includes direct severance booked in business and allocations of severance booked in infrastructure



 $<sup>(2) \</sup> FY 2009 \ provision for credit losses \ positively \ impacted \ by \ changes \ in \ parameter \ and \ model \ assumptions, \ contributing \ EUR \ 146 \ model \ assumptions \ and \ contributing \ and$ 

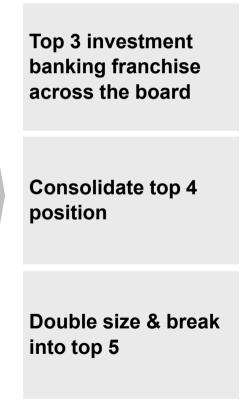


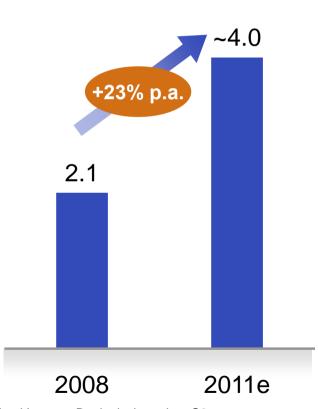
#### **Well-positioned today**

### Net revenues Asia/Pacific excl. Japan, in EUR bn

**Our aspirations** 

Bank of the	ifrasia 2005, 2007	
Year	FinanceAsia 2008	
	■ FX	#1
OD 9 O(1)	■ Fixed income	#1
CB&S <sup>(1)</sup>	■ ECM	#3
	■ M&A	#5
	Overall	#4
GTB <sup>(2)</sup>	■ Cash mgmt.	#2
GIB <sup>(-)</sup>	■ "Best Transaction Bank", 2009	
	- Overell	<b>!</b> /O
D14/44/2)	Overall	#6
PWM <sup>(3)</sup>	"Private Bank of the Year", 2009	





(1) For FX: Euromoney, #1 based on FX poll in Asia (incl. Japan, ex ANZ) from 2005 - 09 and in Australasia from 2006 - 09 / For Fixed Income: Dealogic, based on G3 bonds underwriting volume in Asia (ex Japan, ex ANZ) as of 27 Nov 2009 / For ECM & M&A: Dealogic, based on fees in Asia (ex Japan, incl. ANZ) as of 30 Nov 2009 (2) #4 overall per estimated transaction banking revenues in Asia (ex Japan, incl. ANZ) / #2 Best Global Cash Mgmt Bank per AsiaMoney Cash Mgmt Poll 2009 / "Best Transaction Bank" per The Asset 2009 (3) #6 overall per estimated assets in Asia (ex Japan, incl. ANZ) / "Private Bank of the Year" per AsiaRisk 2009

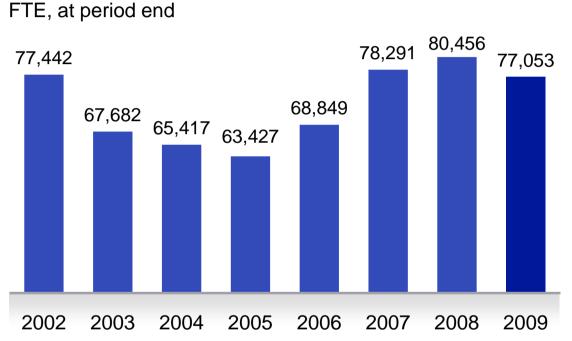




### Performance culture: Cost and infrastructure efficiency

### **DB** Group headcount

# **Efficiency aspiration**























- Renewed emphasis on cost discipline and efficiency
- Continued focus on employee productivity in front-office
- Substantial efficiency aspiration in infrastructure – EUR 1 bn efficiency gains by 2011



Target:

Note: 2002 - 2005 based on U.S. GAAP, since 2006 based on IFRS Investor Relations 03/10 · 17



### **Phase 4: Financial potential**

# Phase 4 potential 2011

	Revenue growth p.a.	~ 8%
Performance	Income before income taxes, in EUR bn <sup>(1)</sup>	~ 10.0
	Return on Equity <sup>(2)</sup>	25% over the cycle
	Cost / income ratio	~ 65%
Constraints	Tier 1 ratio	≥10%
	Leverage <sup>(3)</sup>	≤25x



<sup>(1)</sup> Before Corporate Investments and Consolidations & Adjustments

<sup>(2)</sup> Pre-tax return on Average Active Equity

<sup>(3)</sup> Per target definition: Assets based on U.S.GAAP 'pro-forma'; total equity adjusted for FV gains / losses on DB issued debt Investor Relations 03/10 · 18



### Phase 4: IBIT potential of business divisions

In EUR bn

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

**Bottom up approach** 





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### The changing environment: Compensation

Compensation reduced

Variable compensation aligned to longer-term financial performance

Increased equity component: Alignment with shareholder value

'Claw back' linked to future financial performance for all Managing Directors

Shift in pay-mix fixed vs. variable

Enhanced independent governance of all comp aspects

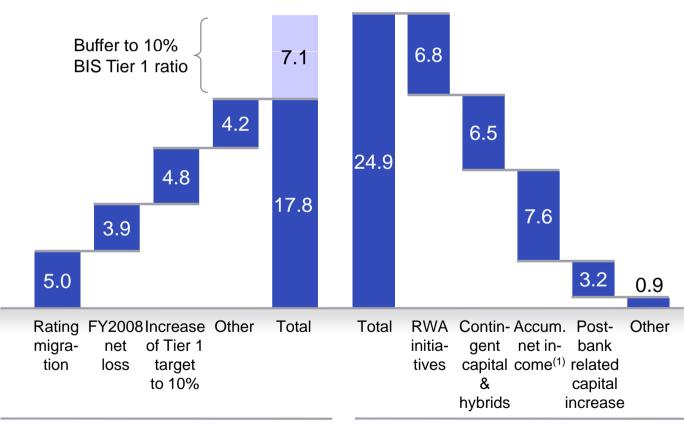
Full compliance with new G20 guidelines and BaFin requirements



### The changing environment: Capital

#### Capital demand / supply, 3Q2007 - 4Q2009





### Capital supply

### **Key components**

- Stressed Value-at-Risk
- Incremental risk charge
- Trading book securitization
- Correlation trading



Capital demand



### The changing environment: Additional issues

#### **Consultation phase**

- Basel Committee consultative document
  - Capital / capital eligibility
  - Leverage
  - Liquidity
  - Counterparty credit risk
  - Countercyclical capital buffers
  - Timeline for implementation

### **Proposal / discussion phase**

- National capital requirements
  - Structure and capitalization of legal entities
  - Asset allocation
  - Allocation of operations
  - Sources and means of funding
- "Living wills"
- U.S. balance sheet levy
- U.S. / EU proposed reforms
  - Proprietary trading
  - Hedge funds
  - Private equity / principal investments





### **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 24 March 2009 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from <a href="https://www.deutsche-bank.com/ir">www.deutsche-bank.com/ir</a>.

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 4Q2009 Financial Data Supplement, which is accompanying this presentation and available at www.deutsche-bank.com/ir.

