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# Deutsche Bank Dr. Josef Ackermann

**Chairman of the Management Board** 

# **Investor Meeting**

Brussels, 10 March 2009





# **Results in summary**

Fourth quarter 2008: Net loss of EUR 4.8 bn

Full year 2008: Net loss of EUR 3.9 bn

Tier I capital ratio of 10.1%, consistent with target

Leverage ratio\* of 28, ahead of target

Reduction of legacy exposure in key areas

Significant reduction in trading assets

\* Per target definition Investor Relations 03/09 · 2



# Agenda

_1_	FY 2008 and 4Q performance
2	Capital, balance sheet and funding
3	Prospects for core businesses in 2009

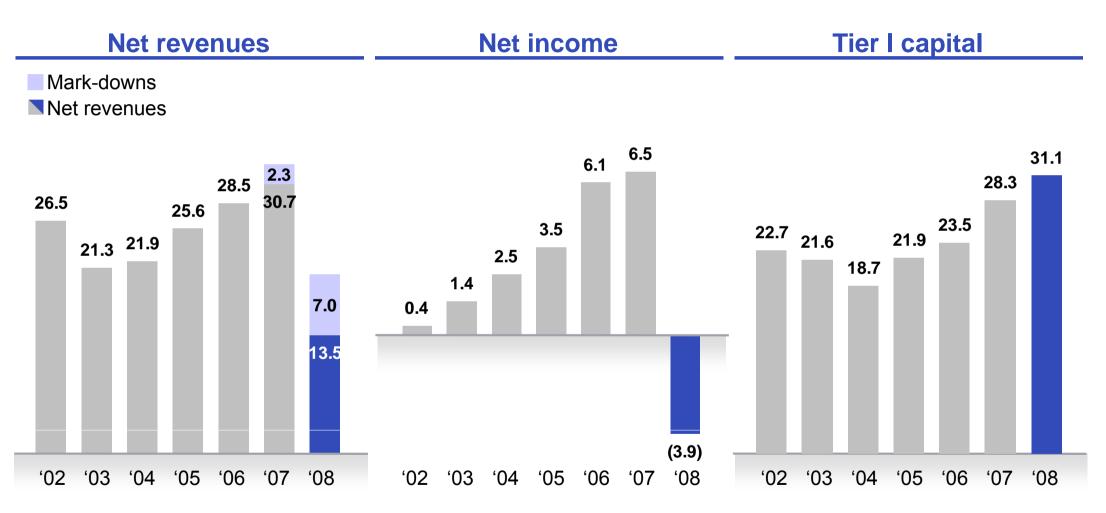




In EUR bn

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# Segment results: Fourth quarter

In EUR m

	CB&S	GTB	AWM	PBC	CI	C&A	Group
Revenues	(3,774)	751	588	1,410	28	112	(885)
Provision for credit losses	(358)	(3)	(13)	(216)	(1)	(0)	(591)
Noninterest expenses	(1,657)	(457)	(1,451)	(1,143)	(26)	(11)	(4,746)
Income (loss) before income taxes	(5,773)	291	(860)	51	1	68	(6,222)
Cost / income ratio (in %)	n.m.	61	n.m.	81	92	10	n.m.
Pre-tax RoE (in %)	(121)	103	(63)	6	n.m.	n.m.	(74)



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## **Drivers of fourth-quarter performance in summary**

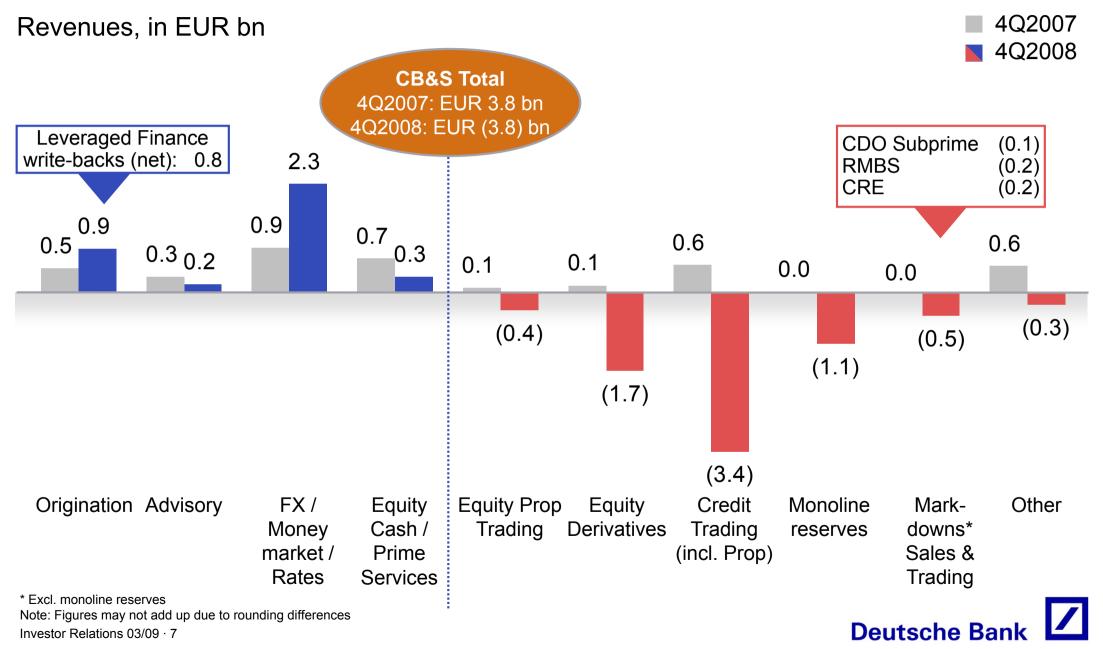
Business	IBIT*, in EUR bn	Key drivers
CB&S	(5.8)	<ul> <li>Global Markets: Business model exposed to exceptionally turbulent markets</li> <li>Corporate Finance: Leveraged finance write-backs counterbalance declines in Advisory, ECM</li> </ul>
GTB	0.3	<ul> <li>Record revenues driven by Trade Finance, Cash Management</li> <li>Sustained cost discipline</li> </ul>
AWM	(0.9)	<ul> <li>Significant asset impairments and other exceptional items in Asset Management</li> <li>Falls in equity markets impact portfolio and fund management</li> </ul>
PBC	0.1	<ul> <li>Lower client activity in investment products</li> <li>Impact of severance charges</li> </ul>

\* Income (loss) before income taxes Investor Relations 03/09 · 6

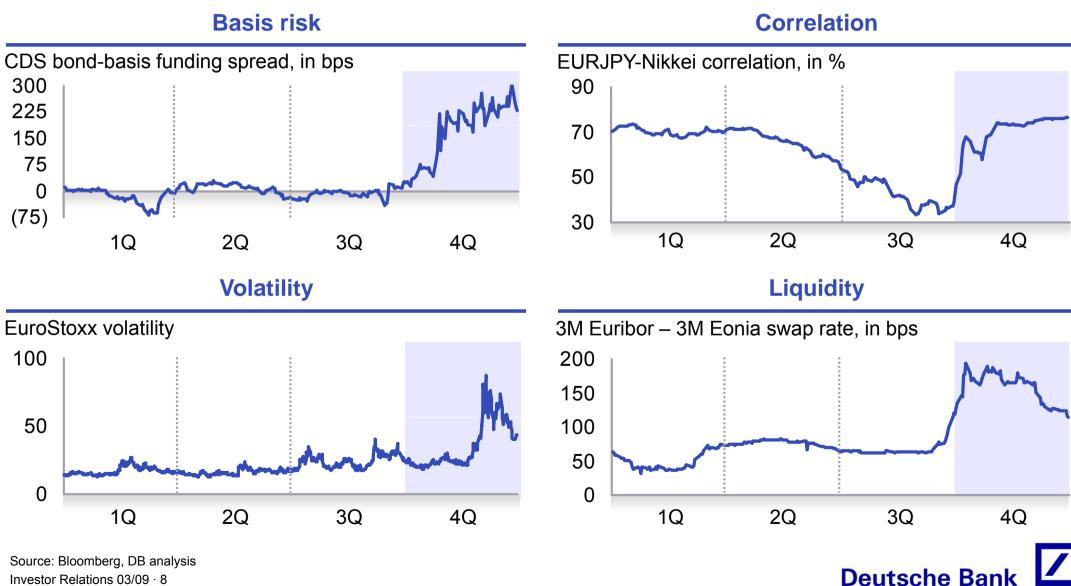


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# **CB&S: Losses in specific trading businesses**







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# These conditions impacted Global Markets' business model ...

#### **Business model positioning**

Investment into flow products and technology

Risk transformation and distribution model

Broad product and geographical footprint

Prop trading: Relative value strategies

Scale: Market leadership in key areas

**Complexity:** Customised, structured products

#### Impact

Reaped benefits of "Flight to quality"

Limited "toxic asset" writedowns



- High growth, diversified revenue streams
- Market dislocations affect specific positions / relationships between assets
- Volatility exposes illiquidity of large notional positions

Exposure to volatility and correlation risk



# ... leading to losses in key trading businesses

#### 4Q2008, in EUR bn

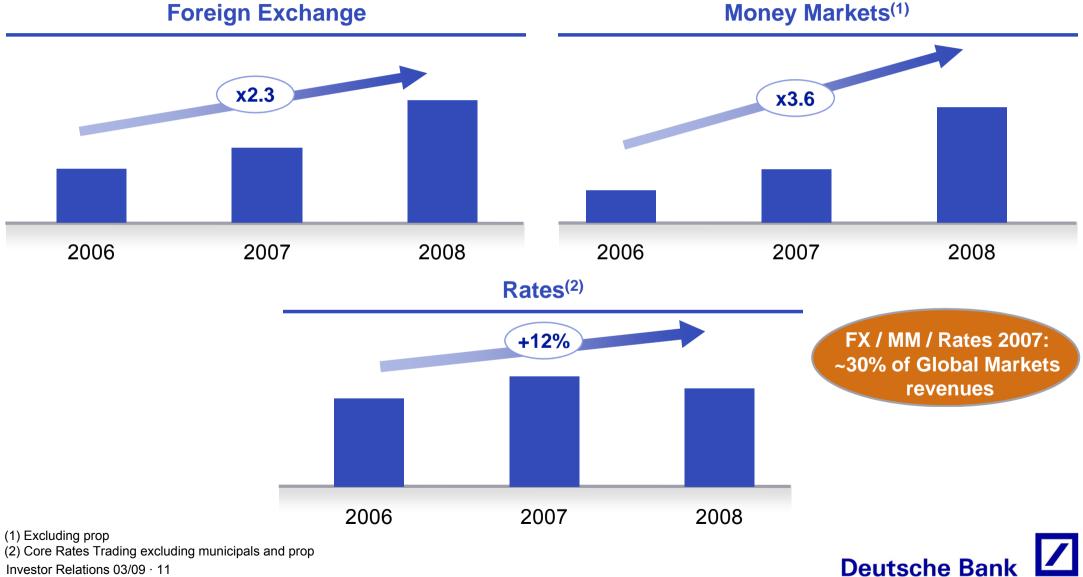
Business	Revenues	DB positioning	4Q challenges	
Credit Trading Prop	(1.0)	Relative value strategies	<ul> <li>Breakdown / inversion of Bond-CDS basis</li> <li>Extreme illiquidity</li> <li>Correlation to HF strategies</li> </ul>	
Global Credit Trading	(2.4)	<ul> <li>Specific positions</li> </ul>	<ul> <li>Specific positions</li> <li>Conv</li> <li>Increase</li> </ul>	<ul> <li>Convertible dislocations</li> <li>Increased sovereign risk</li> <li>Short-selling restrictions</li> </ul>
Global Equity Derivatives	(1.7)	<ul> <li>Customised client solutions (institutional and retail)</li> <li>Structures required complex risk retention</li> </ul>	<ul><li>Sustained high correlation</li><li>Extreme volatility</li></ul>	
Equity Prop Trading	(0.4)	<ul><li>Relative value strategies</li><li>Specific positions</li></ul>	<ul> <li>Severe market moves</li> <li>Breakdown / inversion of relationships between assets</li> </ul>	



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# However, flow businesses performed well

Revenue development, 2006-2008



(2) Core Rates Trading excluding municipals and prop Investor Relations 03/09 · 11

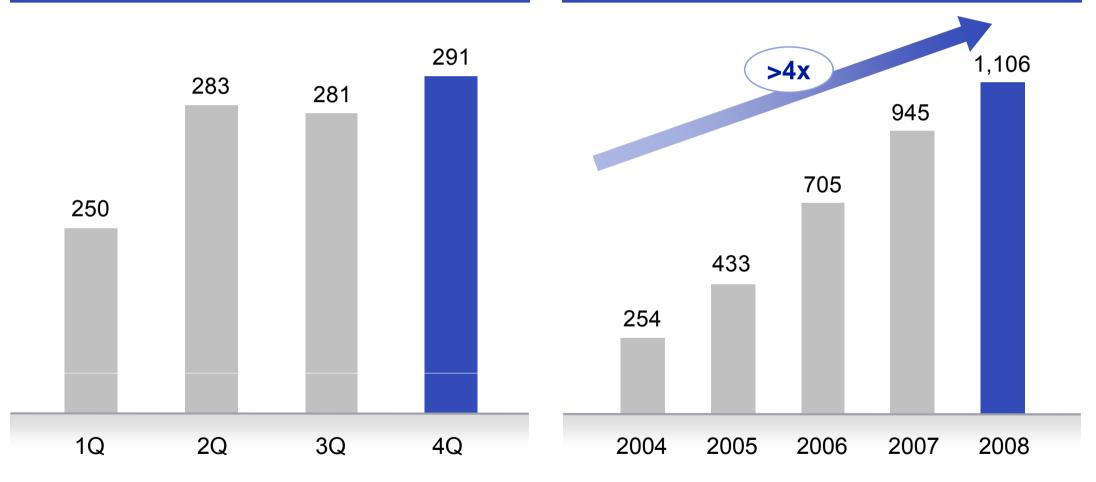


## **GTB: Another successful quarter and year**

Income before income taxes, in EUR m



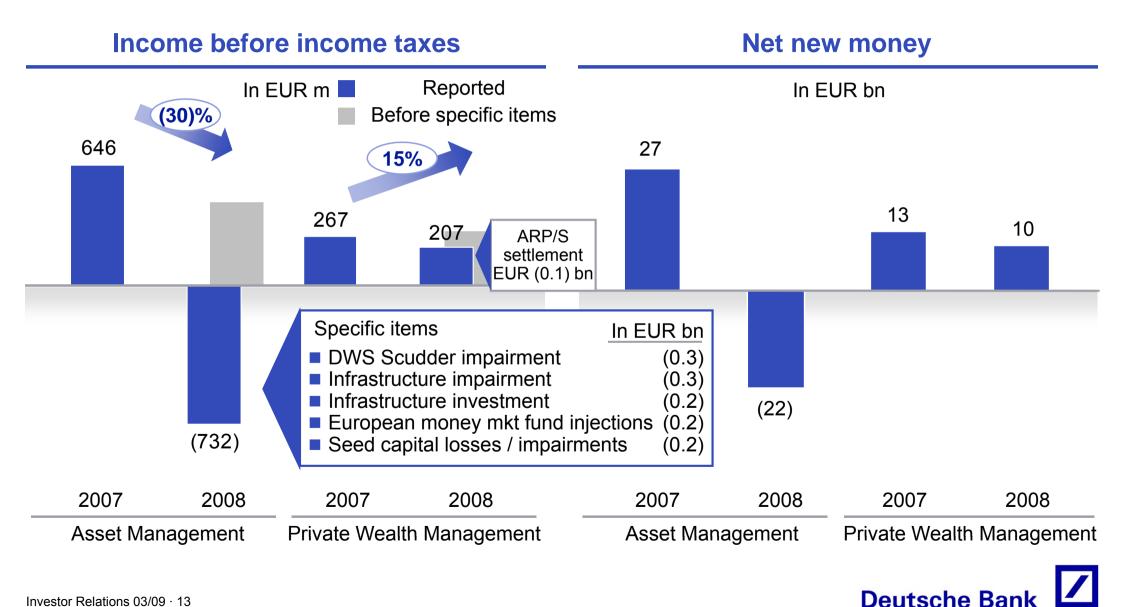
2004 - 2008







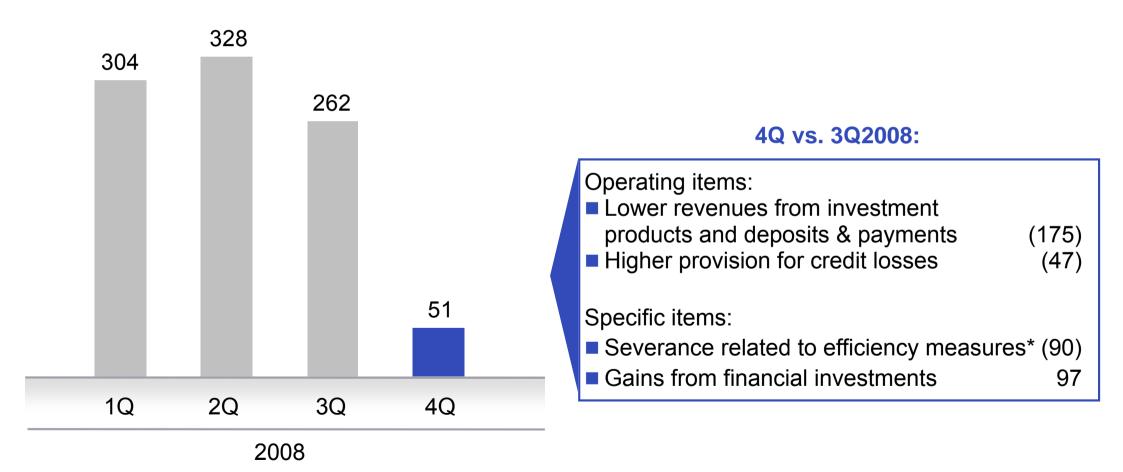
# **AWM: Market conditions impacted full year 2008 results**





# **PBC: Lower investment product revenues and rise in provisions**

Income before income taxes, in EUR m



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\* Includes EUR 11 m severance impact from Infrastructure Investor Relations 03/09 · 14



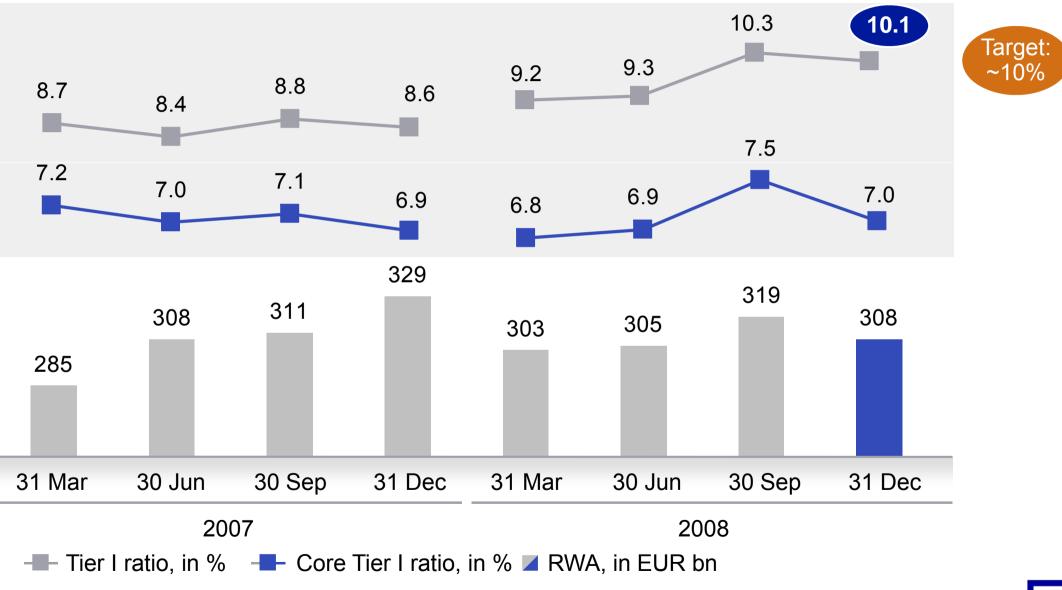
# Agenda

1	FY 2008 and 4Q performance
2	Capital, balance sheet and funding
3	Prospects for core businesses in 2009





**Capital ratios and RWA development** 



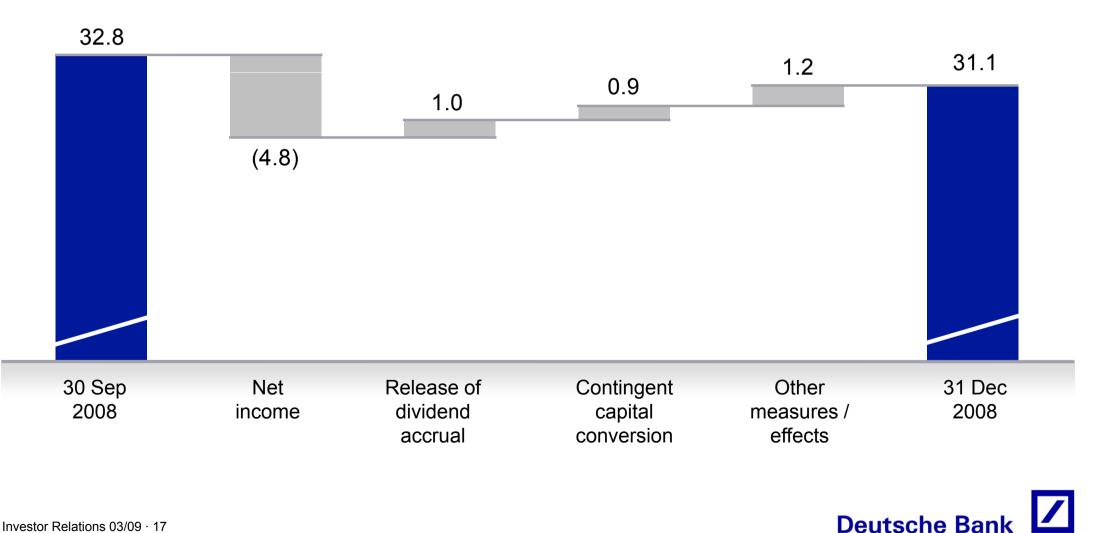
Note: 2007 based on Basel I, from 2008 onwards based on Basel II; Core Tier I ratio = BIS Tier I capital less Hybrid Tier I Capital divided by RWAs Investor Relations 03/09 · 16

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# **Development of Tier I capital in fourth quarter 2008**

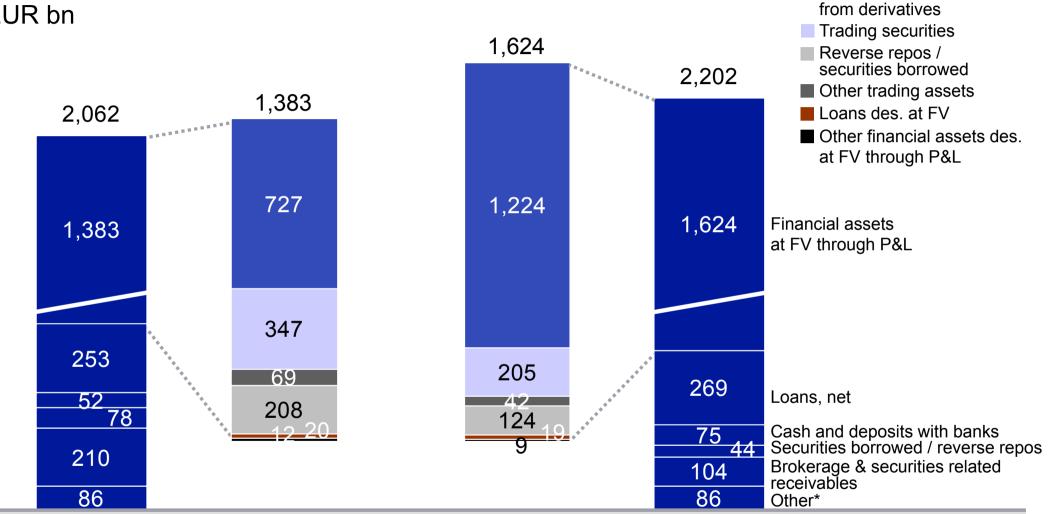
In EUR bn



### transparency. **IFRS** balance sheet: Development by category

In EUR bn

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#### 31 December 2008

\* Incl. financial assets AfS, equity method investments, property and equipment, goodwill and other intangible assets, income tax assets and other Note: Figures may not add up due to rounding differences

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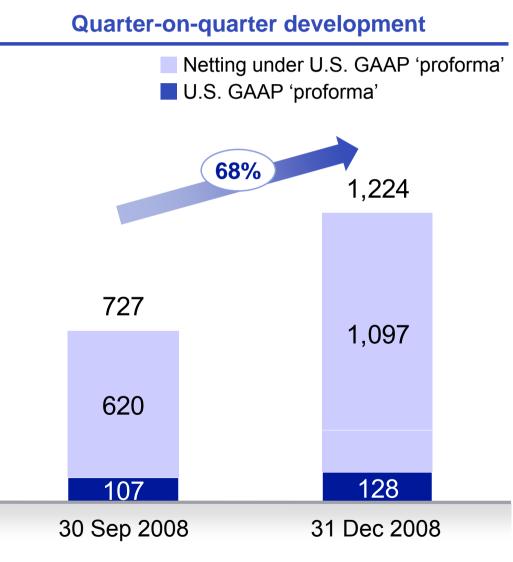
30 September 2008

# Deutsche Bank

Positive market values

# **Derivative market values driven by certain factors**

#### In EUR bn



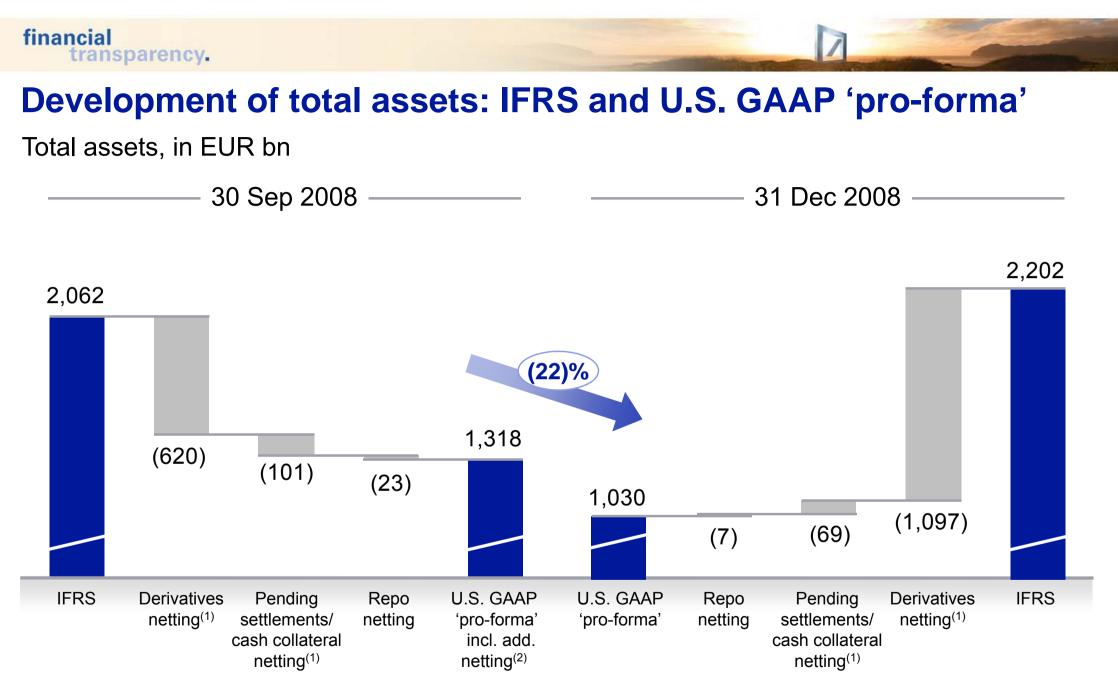
#### Key drivers

- Increase driven by sharp falls in USD and EUR interest Rates
- Volatile FX, Credit and Equity markets had a similar but smaller impact
- Derivatives in 4Q2008 pro-forma U.S. GAAP:
  - Increase much smaller due to netting

#### **Composition of derivative market values**

	30 Sep 2008	31 Dec 2008
Interest rate	259	644
Credit derivatives	226	295
Currency	119	182
Equity	85	69
Other	38	35
Total	727	1,224

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(1) 30 Sep 2008 and 31 Dec 2008 figures reflect revision of application of U.S. GAAP netting rules

(2) U.S. GAAP 'pro-forma' disclosed in 3Q2008: EUR 1,361 bn

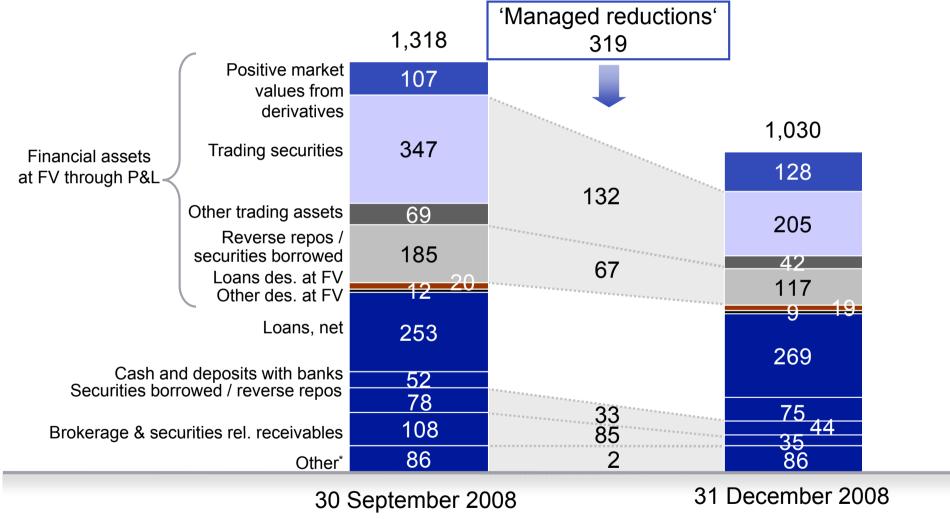
Note: Figures may not add up due to rounding differences

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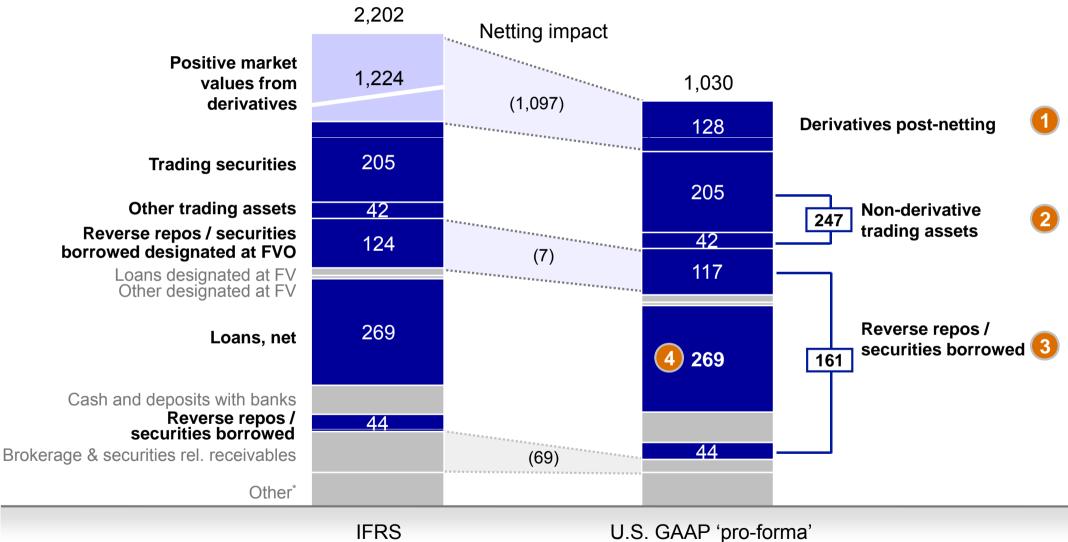
#### In EUR bn



\* Incl. financial assets AfS, equity method investments, property and equipment, goodwill and other intangible assets, income tax assets and other Note: Figures may not add up due to rounding differences **Deutsche Bank**  financial transparency.

# **Total assets: Analysis of major categories**

In EUR bn, as of 31 Dec 2008



\* Incl. financial assets AfS, equity method investments, property and equipment, goodwill and other intangible assets, income tax assets and other Note: Figures may not add up due to rounding differences **Deutsche Bank** 

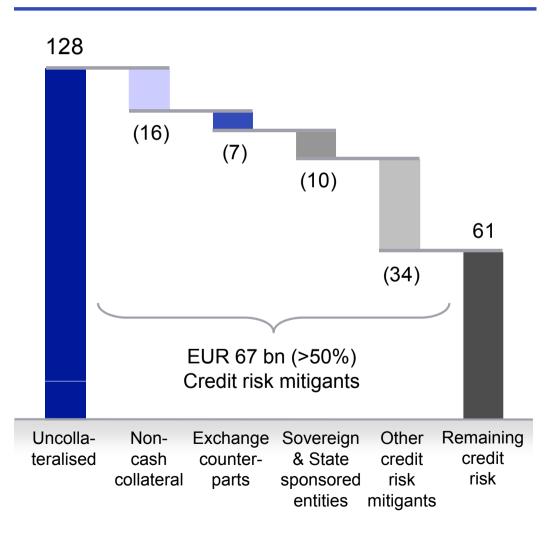
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### U.S. GAAP 'pro-forma' derivatives risk – >50% of uncollateralised risk mitigated – remainder primarily with investment grade counterparts

#### In EUR bn, as of 31 Dec 2008

**Derivatives Portfolio – Credit Risk Overview** 



#### **Credit risk mitigants – EUR 67 bn includes:**

- Non-cash collateral not netted for balance sheet purposes
- Exchange counterparties
- Gov't entities, A-rated or better
- DB in preferred senior position / exposure hedged

#### Remaining credit risk by rating – EUR 61 bn

Ratings	Total	
AAA	9	
AA	22	Investment 85%
А	12	grade 05%
BBB	9	J
BB	4	
В	3	Non-investment 15%
CCC & below	2	grade
Grand total	61	

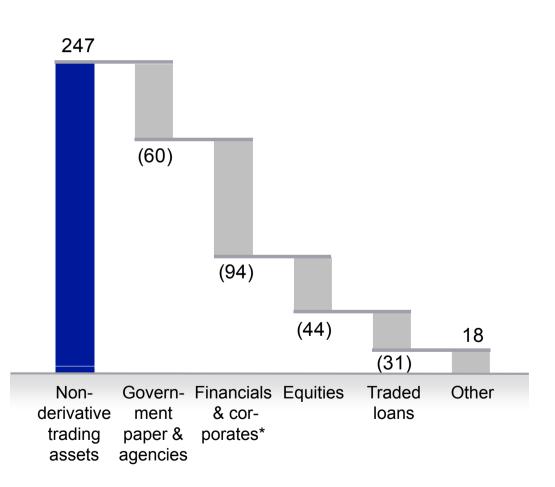




### 2 Non-derivative trading assets – risk reduction across all asset classes

#### In EUR bn

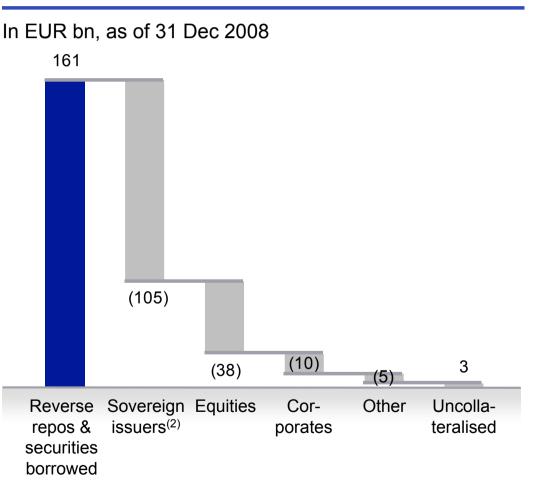
Non-derivative trading assets as at 31 Dec 2008 >50% reduction in non-derivative trading assets



Assets	31 Mar 08 31	Dec 08	% change
Government paper & agencies	154	60	(61)%
Financials & corporates*	172	94	(45)%
Equities	110	44	(60)%
Traded loans	90	31	(66)%
Other	6	18	
DB Group total	532	247	(54)%



### 3 Reverse repo / sec borrowing – highly collateralised / quality counterparts / conservative haircuts



Collateral quality distribution<sup>(1)</sup>

(1) Collateral amounts do not reflect excess collateral

(2) Includes government sponsored entities

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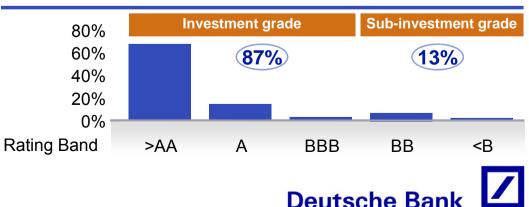
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#### **Risk mitigants**

80% of uncollateralised trades with >AA counterparts
 Conservative haircuts, tailored to counterparty risk profile
 Short-dated trades
 Repos not subject to bankruptcy stay orders
 Counterparty exposure tenor distribution
 Tenor Band % of Total MtM

Tenor Band	% of Total MtM
< 3 months	93%
< 6 months	4%
< 1 Year	1%
> 1 Year	2%
Grand total	100%

#### **Counterparty ratings distribution**

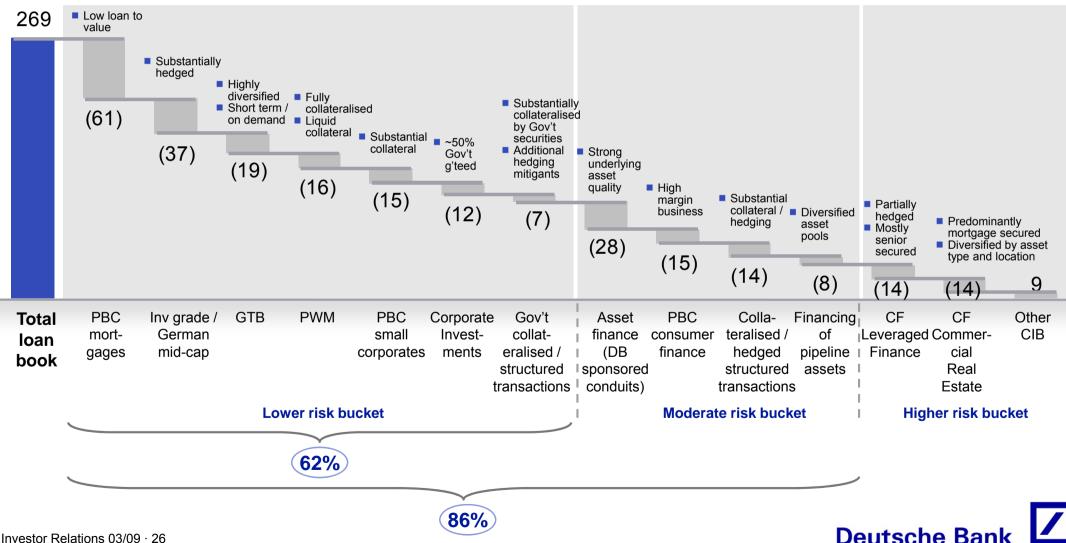


# **Composition of loan book demonstrates focus on diversification** & risk mitigation

#### In EUR bn, as of 31 Dec 2008

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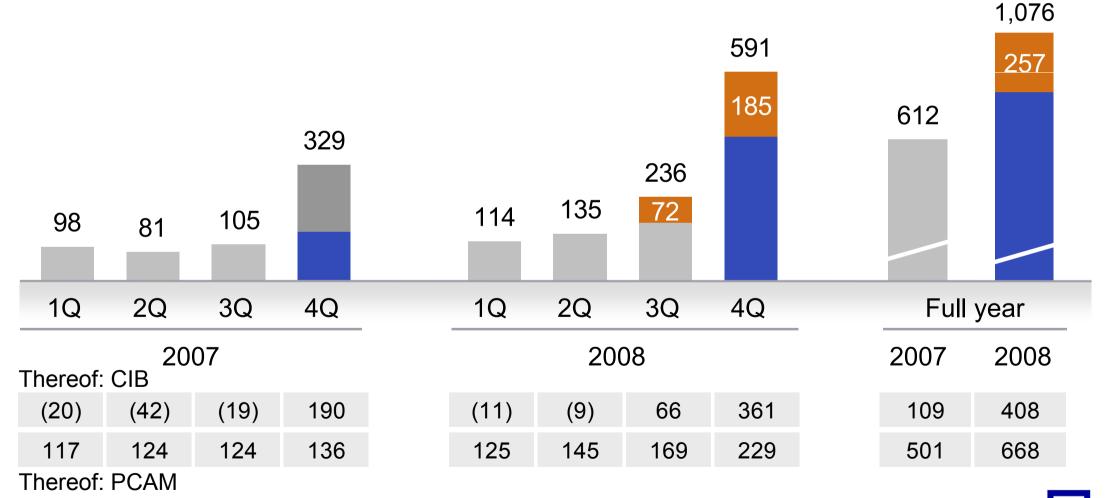




In EUR m

Single counterparty relationship
 IAS 39 impact

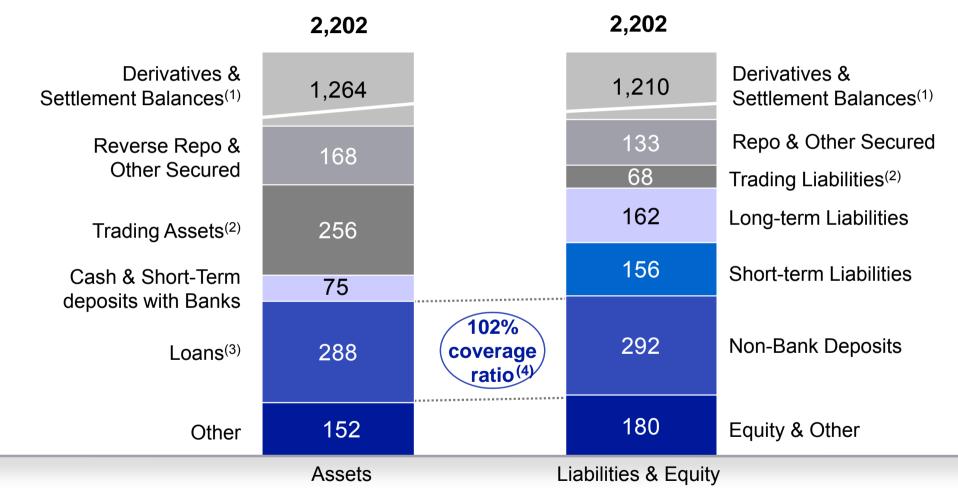
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Note: Divisional figures do not add up due to omission of Corporate Investments Investor Relations  $03/09 \cdot 27$ 

# **Assets and Liabilities: Funding analysis**

Liquidity management view by product, as of 31 Dec 2008, in EUR bn



(1) Volumes relate to market values from derivatives, brokerage and securities related payables/receivables (mostly non-cash) - for better illustration, size of box is scaled down (2) Excluding positive and negative market values from derivatives which are shown under derivatives (3) Loans, net of allowance for loan losses incl. loans designated at fair value through P&L (FVO) of EUR 19 bn but excluding loans held in trading of EUR 31 bn which are shown under trading assets (4) Deposit to Loan Ratio defined as total non-Note: Figures may not add up due to rounding differences bank deposits divided by loans, net of allowance for loan losses (incl. FVO loans, excl. loans held in trading) Deutsche Bank

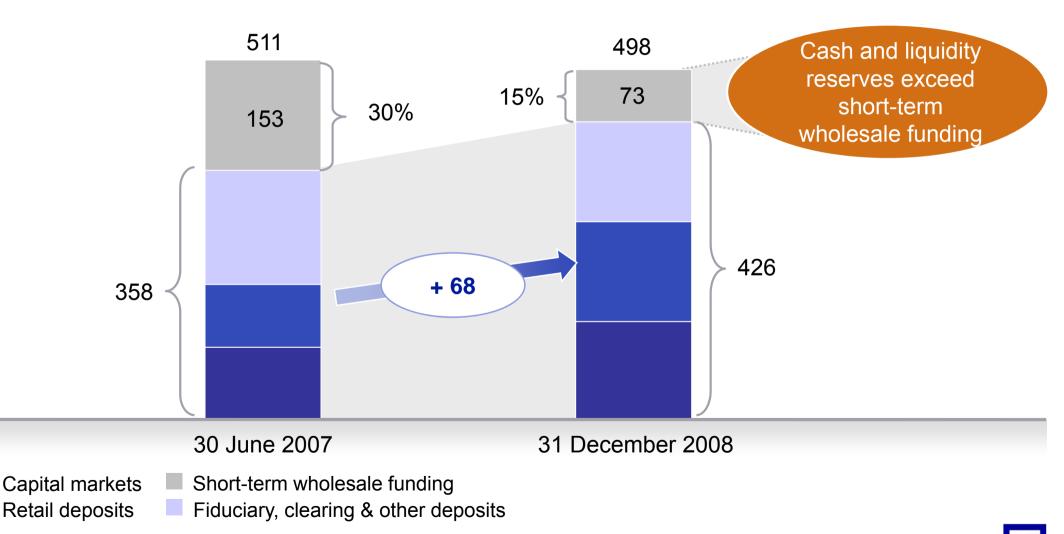
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# **Unsecured funding by source**

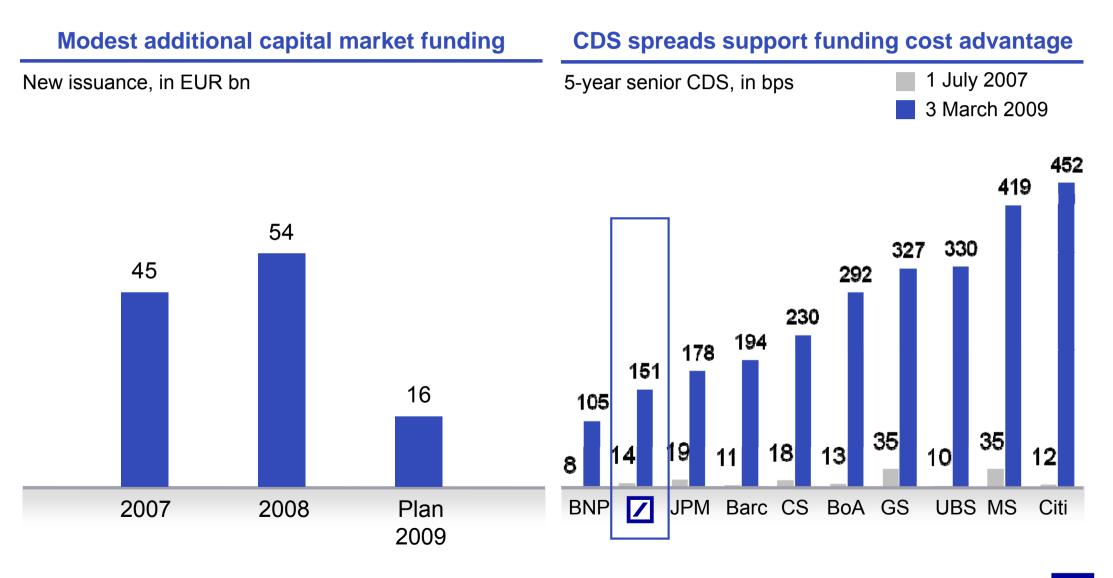
In EUR bn



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Note: Figures may not add up due to rounding differences Investor Relations  $03/09 \cdot 29$ 

# **Deutsche Bank's funding position**



Deutsche Bank

# Agenda

1	FY 2008 and 4Q performance
2	Capital, balance sheet and funding
3	Prospects for core businesses in 2009





### **Summary of near-term strategic initiatives**

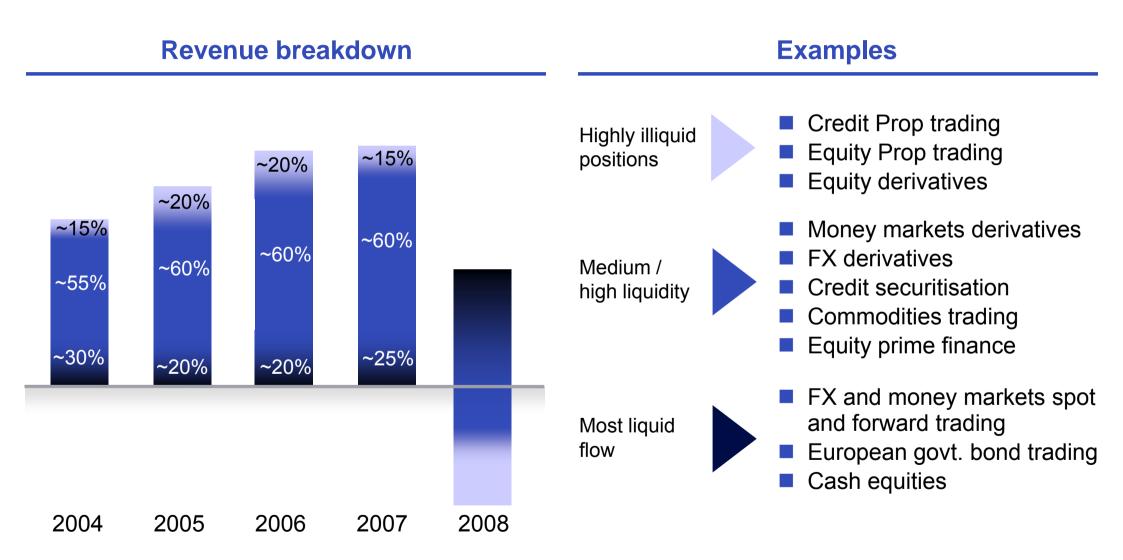
CB&S	Recalibration of the investment banking business model
GTB	Continued growth initiatives
AWM	<ul> <li>AM: Reengineering business model to current market levels</li> <li>PWM: Efficiency program / selective growth opportunities</li> </ul>
PBC	<ul> <li>Growth and efficiency program</li> <li>Postbank co-operation</li> </ul>





# **Global Markets: Historical revenue composition**

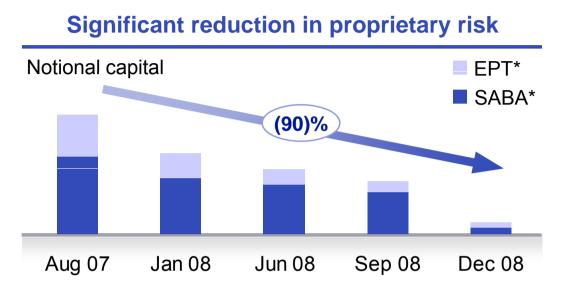
Illustrative



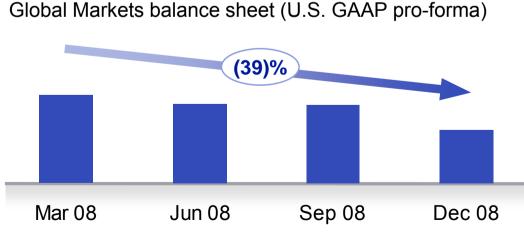


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# We have moved swiftly to recalibrate this model

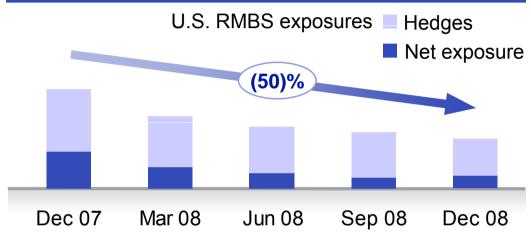


#### Aggressive de-leveraging

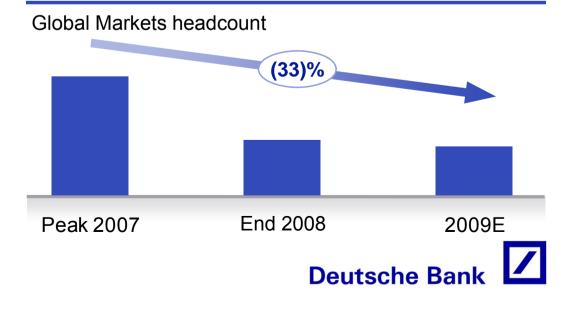


\* SABA: Designated credit prop desk; EPT: Equity proprietary trading Investor Relations  $03/09 \cdot 34$ 

#### **Continued management of legacy exposures**



#### **Reduced costs**



# **Resulting in a shift in the Global Markets business model**

#### Shift in business model (revenue mix) Illustrative **De-risk Highly illiquid** ~5% positions ~15% ~55% Medium / ~60% High liquidity ~40% Most liquid flow ~25% 2004-2007 2009 plan average

#### **Key actions**

- Scale-back / eliminate illiquid prop activity
- Sharply reduced retention of structured unhedgeable risk
- Significant curtailment of non-collateralised counterparty risk

#### Attack market share

- Continue to accelerate market growth in products where we lack dominant positions
- Drive growth initiatives in commodities, cash equities and prime brokerage

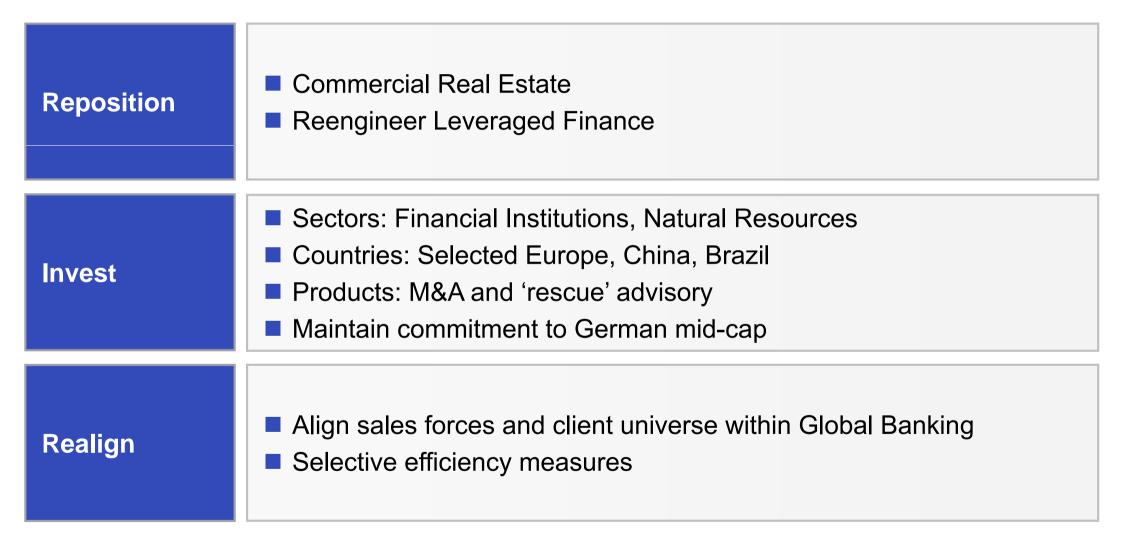
#### **Capitalise on strengths**

- Capitalise on pre-existing dominant flow business franchises in FX, Money Markets and rates
- Continue to apply technology to exploit wider margins and benefit from competitor consolidation





### **Corporate Finance: Recalibrating our platform**







## **Global Transaction Banking: Continued growth agenda**

Expansion into new markets	<ul> <li>Increase penetration of existing client base in core markets</li> <li>Leverage 'flight to quality' opportunities</li> <li>Monitor opportunities to expand by bolt-on acquisition</li> </ul>				
Attract new clients	<ul> <li>Target profitable lower mid-cap corporate client groups</li> <li>Leverage existing technologies and introduce integrated systems to offer clients robust global / cross-regional solutions</li> <li>Provide state of the art risk mitigation support to clients</li> </ul>				
Develop product offering	Develop flexible offerings in high growth products (e.g. cards, FX 4 Cash*, wholesale custody, remittances, mobile payments)				





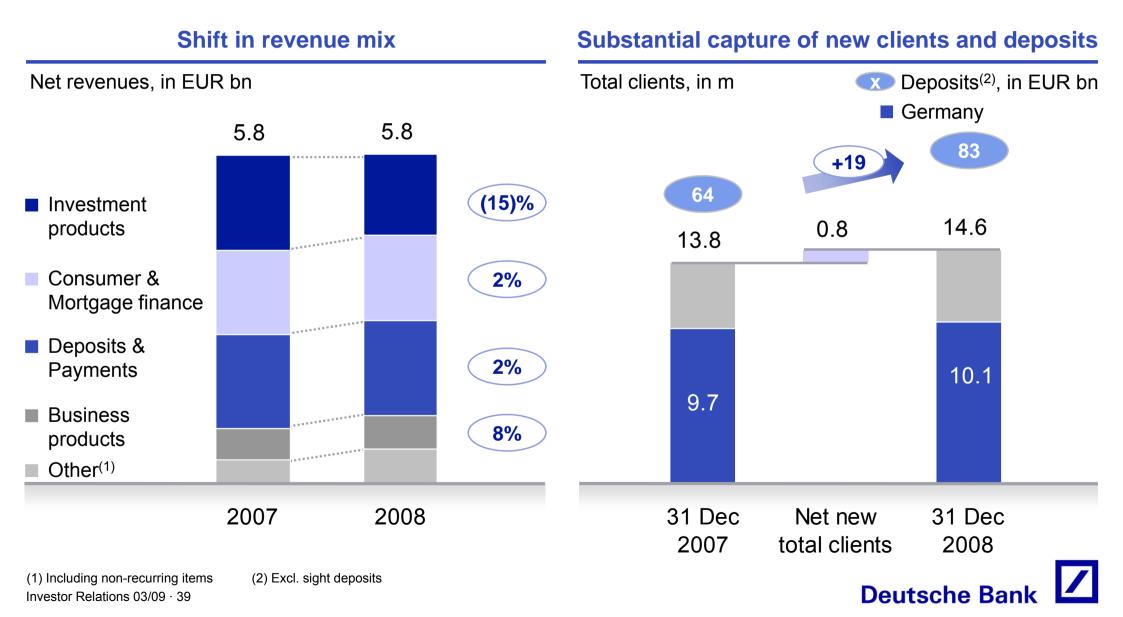
#### AWM will reposition its platforms to a changed environment

Asset	<ul> <li>Reengineer platform to restore operating leverage at current market levels:</li> <li>Reposition exposure to European money-market fund business</li> <li>Right-size RREEF / infrastructure</li> <li>Downsize hedge fund platform</li> <li>Centralize shared services globally</li> <li>Cost reduction in mid / back office</li></ul>
Management	(marketing / real estate, technology, operations)
Private Wealth	<ul> <li>Efficiency program / performance improvement initiative</li> <li>Capture new advisory / product opportunities</li> <li>Strengthen Discretionary Portfolio Management / Wealth Advisory</li></ul>
Management	Management <li>Counter-cyclical hiring</li> <li>Monitor opportunities for selective bolt-on acquisitions</li>



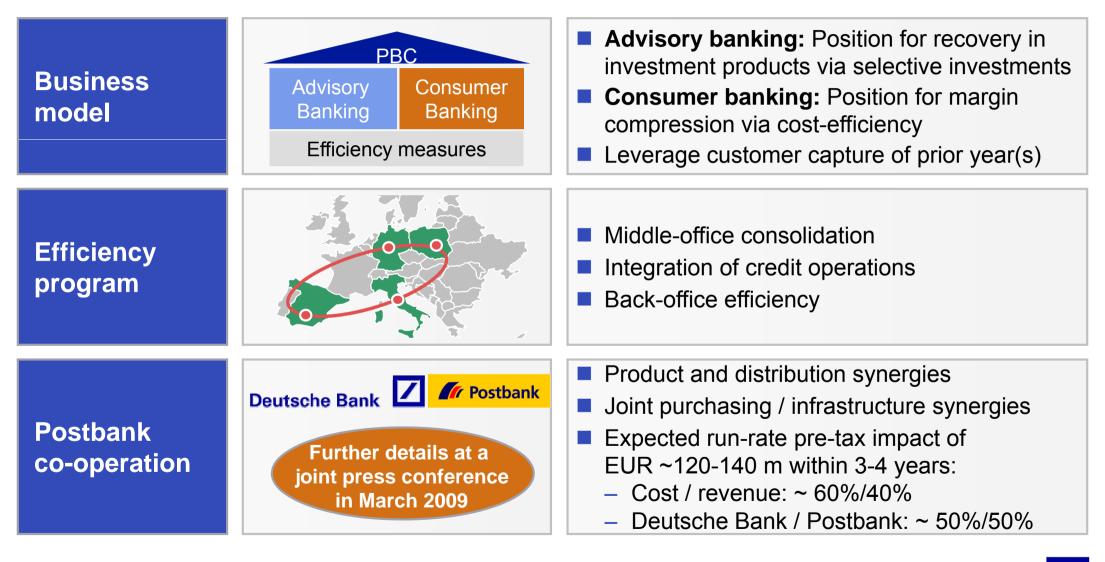
# PBC: Respond to shifts in revenue mix, and leverage benefits of 'flight to quality'

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#### **PBC: Implementation of 'Growth and Efficiency' program**







#### **Business initiatives will be complemented by Group initiatives**

Complexity reduction	<ul> <li>Realign infrastructure complexity to recalibrated front-office requirements</li> <li>Reap full infrastructure savings from front-office simplification</li> </ul>
Offshoring	<ul> <li>Improve efficiency of outsourced functions</li> <li>Additional outsourcing / smartsourcing initiatives</li> <li>Realise onshore benefits</li> </ul>
Other efficiency initiatives	<ul> <li>Commoditisation of standardised businesses</li> <li>Increasing consistency of processes across businesses</li> </ul>
Compensation model	<ul> <li>Further develop longer-term performance systems</li> <li>Option of 'clawback' in subsequent years</li> <li>Increase focus on Group performance</li> </ul>





## Summary: Looking forward in 2009

- Capital ratios remain solid
- Reduced exposure to legacy positions
- Trading assets in key areas have been significantly reduced
- Strong liquidity and funding base
  - Cost-efficiency measures underway
  - Repositioning businesses to the current environment



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# Additional information

# **Investor Meeting**





### FY2008 IAS 39 reclassifications

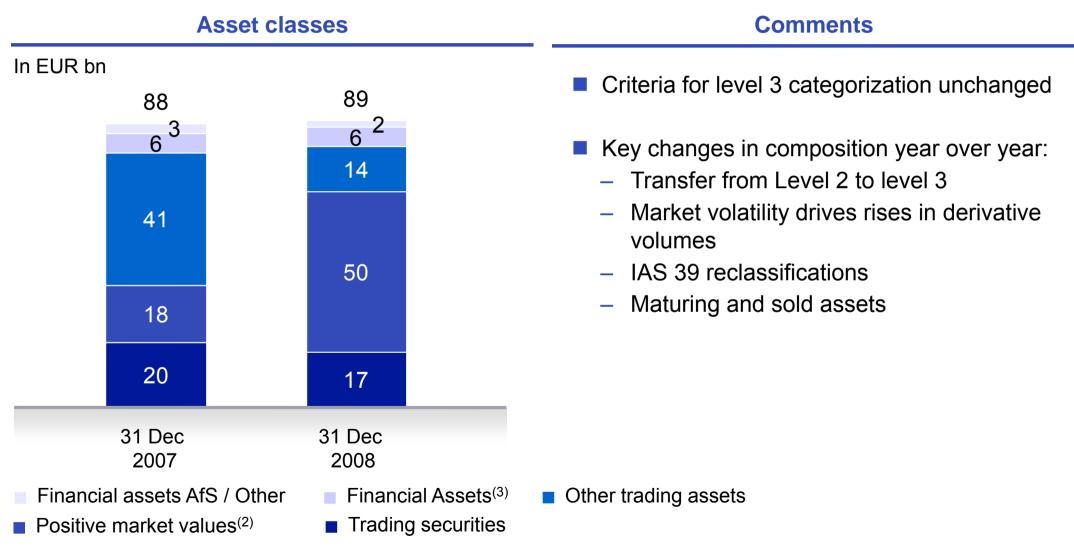
In EUR bn

	FY2008 total impact from reclassifications					
	Assets reclassified in 3Q2008	Assets reclassified in 4Q2008	Total			
Net Revenues	2.3 <sup>(1)</sup>	1.2	3.6			
Provision for credit losses	(0.2)	(0.1)	(0.3)			
Noninterest expenses	-	-				
Income before income taxes	2.2	1.1	3.3			
RWA <sup>(2)</sup>	2.0	1.2	3.2			
Balance Sheet <sup>(3)</sup>	24.9	11.0	35.9			





# Value of Level 3 assets<sup>(1)</sup> unchanged



(1) IFRS netting convention applied
 (2) From derivative financial instruments
 (3) Designated at fair value through profit or loss
 Note: Total includes PCAM; figures may not add up due to rounding differences; indicative numbers only
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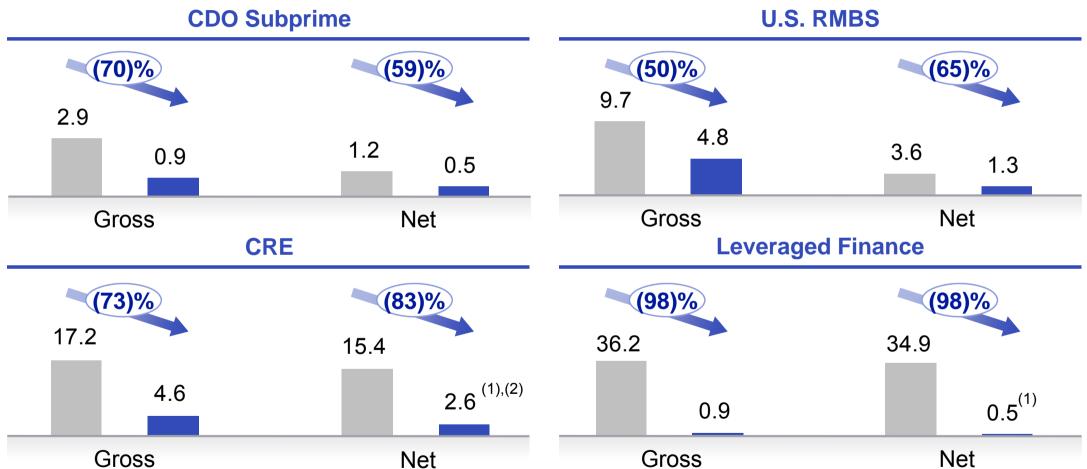




## **Trading exposures in key areas**

In EUR bn

31 Dec 200731 Dec 2008



CDO / RMBS: Exposure represents our potential loss in the event of a 100% default of securities and related hedges / derivatives assuming zero recovery; net represents net of hedges and other protection purchased, RMBS also includes other trading related net positions

CRE / LevFin: Exposure represents carrying value and includes impact of synthetic sales, securitizations and other strategies; for unfunded commitments carrying value represents notional value of commitments; for 31 Dec 2008 exposure represents loans and loan commitments held at fair value pre 1 Jan 2008; 31 Dec 2007 incl. loans held of EUR 1.3 bn; net represents less life-to-date gross mark-downs, excluding fees and hedges on remaining exposure (1) After reclassification of exposures under IAS 39 per 31 Dec 2008 for CRE: EUR 6.9 bn and LevFin: EUR 8.5 bn (2) Net of risk reduction

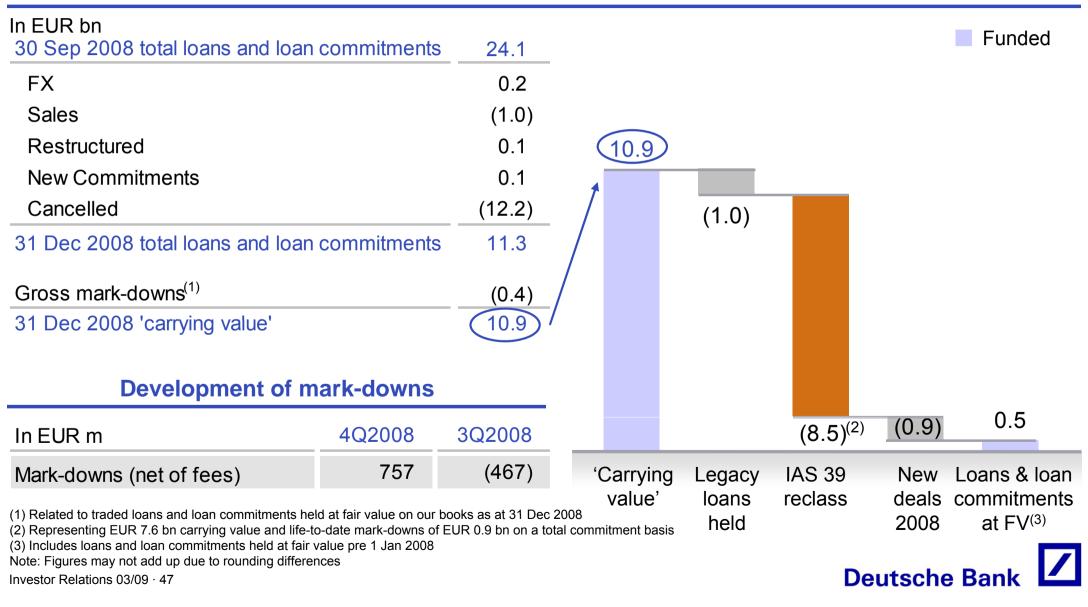
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#### **Deutsche Bank**



### Leveraged Finance exposure: Current status

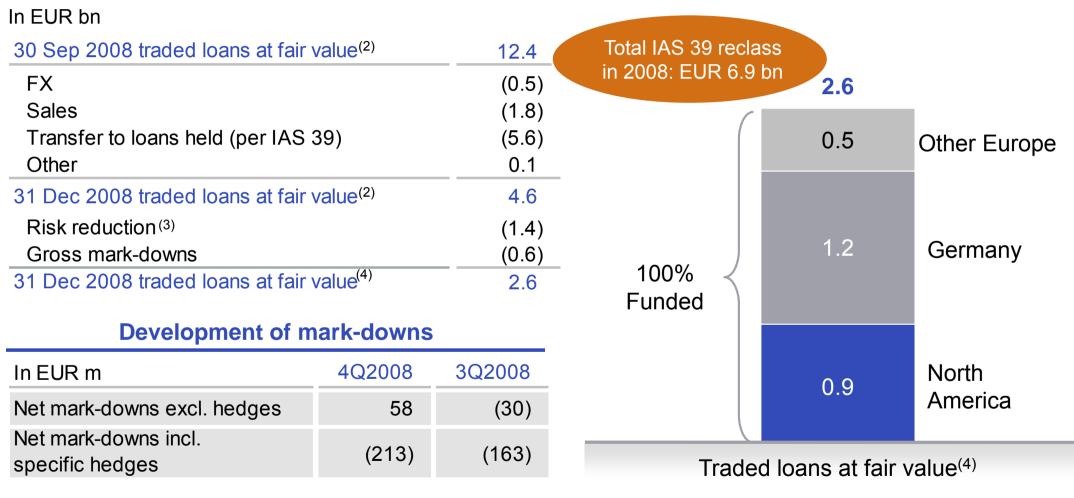
#### **Composition of current loans and loan commitments**





#### **Commercial Real Estate: Current status**

#### Composition of traded whole loans and loan commitments<sup>(1)</sup>



(1) Traded whole loans and loan commitments represent our gross exposure to loans and loan securities held on a fair value basis; our CRE business also takes positions in assets held for securitization and commercial mortgage-backed securities
 (2) Carrying value of loans held on a fair value basis
 (3) Reduction of risk from synthetic sales, securitizations and other strategies
 (4) Carrying value of loans held on a fair value basis less risk reduction and gross mark-downs
 Note: Figures may not add up due to rounding differences
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## Monoline exposure related to U.S. residential mortgages

Exposures, in EUR bn			Breakdown		
				<ul> <li>Subprime Super</li> <li>Subprime</li> <li>Subprime</li> <li>Alt-A</li> <li>Other</li> </ul>	
Monoline rating	FV prior to credit provision*	Credit	FV after credit provision*	By Notional Fair Value before credit provisio	
AA Rated	1.6	(0.0)	1.6		
Non Investment Grade	1.4	(1.3)	0.2		
Total	3.1	(1.3)	1.7	Key commentary	
				Assats	

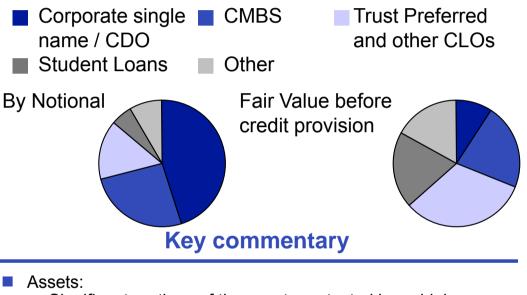
- Assets
  - Significant portions of the underlying Alt-A assets are AAA rated with high levels of subordination.
  - Low impairments to date on underlying assets
- Counterparties
  - Over 90% of net exposure (after provisions) to investment grade monolines
  - Disclosure excludes bought protection (hedges)

## **Other monoline exposure**

Monoline rating	FV prior to credit provision*	Credit provision*	FV after credit provision*	
AA Rated	2.0	(0.0)	1.9	
Other Investment Grade	1.5	(0.2)	1.3	
Non Investment Grade	1.8	(0.6)	1.2	
Total	5.2	(0.9)	4.4	

Exposures, in EUR bn

#### Breakdown



- Significant portions of the assets protected have high subordination levels and are referenced to high quality underlying assets
- Approximately 50% of Corporate CDO portfolio rolls off within 12 months
- Low impairments to date on underlying assets

Counterparties:

- Over 70% of net exposure (after provisions) to investment grade monolines
- Exposures to monolines in restructuring / run-off mode are provisioned as necessary
- Disclosures exclude bought protection (hedges)



# Invested assets<sup>(1)</sup> report

In EUR bn

		31 Mar	30 Jun	30 Sep	31 Dec	Net new money	
		2008	2008 2008	2008	4Q2008	FY2008	
Asset and Wealth Management	749	698	700	700	628	(23)	(13)
Asset Management	555	516	515	510	463	(15)	(22)
Institutional	158	150	155	156	159	9	10
Retail	234	214	211	193	152	(21)	(30)
Alternatives	58	52	52	58	50	(2)	1
Insurance	105	99	98	103	102	(1)	(3)
Private Wealth Management	194	182	184	191	164	(8)	10
Private & Business Clients	203	198	198	193	189	6	15
Securities	129	120	119	111	96	(5)	(4)
Deposits excl. sight deposits	64	68	70	73	83	11	19
Insurance <sup>(2)</sup>	10	10	10	10	10	(0)	(0)
PCAM	952	896	898	894	816	(17)	3

(1) Assets held by Deutsche Bank on behalf of customers for investment purposes and / or managed by Deutsche Bank on a discretionary or advisory basis or deposited with Deutsche Bank
 (2) Life insurance surrender value
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# **Regional net new money – AM and PWM**

In EUR bn

	4Q2007	FY2007	1Q2008	2Q2008	3Q2008	4Q2008	FY2008
Asset Management Germany UK Rest of Europe Americas Asia / Pacific	<b>5</b> 1 1 1 1 1	27 20 7 (7) 3 4	2 2 1 (0) 0 (1)	<b>1</b> (3) 1 (1) 4 (0)	(11) (7) 3 0 (6) (1)	(15) (22) (1) (1) 9 (1)	(22) (29) 4 (2) 7 (3)
Private Wealth Management Germany UK Europe / Latin America / Middle USA Asia / Pacific	<b>3</b> 0 1 1 0	<b>13</b> 4 0 4 2 2	5 1 0 2 2	6 0 0 4 (0) 2	6 1 (0) 4 0 1	(8) 1 0 (5) (1) (4)	<b>10</b> 3 1 3 1 2
Asset and Wealth Management	8	40	7	8	(5)	(23)	(13)





## **Balance sheet leverage ratio (target definition)**

In EUR bn

	31 Dec 2008	30 Sep 2008
Total assets (IFRS)	2,202	2,062
Adjust derivatives according to U.S. GAAP netting rules	(1,097)	(620)
Adjust pending settlements according to U.S. GAAP netting rules	(69)	(101)
Adjust repos according to U.S. GAAP netting rules	(7)	(23)
Total assets adjusted ("pro-forma U.S. GAAP")	1,030	1,318
Total equity (IFRS)	31.9	37.8
Adjust pro-forma FV gains (losses) on all own debt (post-tax)*	4.4	3.7
Total equity adjusted	36.3	41.5
Leverage ratio based on total equity		
According to IFRS	69	55
According to target definition	28	32

\* Estimate assuming that all own debt was designated at fair value Note: 30 Sep 2008 and 31 Dec 2008 figures reflect revision of application of U.S. GAAP netting rules Investor Relations 03/09 · 53



### **Cautionary statements**

Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS). It is preliminary and unaudited and may be subject to adjustments based on the preparation of the full set of financial statements for 2008.

This presentation also 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 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 Form 20-F and Form 6-K filed with the SEC on 26 March 2008 and 30 October 2008, respectively, 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 contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 4Q2008 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at www.deutsche-bank.com/ir. Deutsche Bank

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