Deutsche Bank Stefan Krause Chief Financial Officer

# Roadshow

Madrid, 5 October 2009



### Agenda





financial transparency. Strong capital ratio, relative to peers Impact of state capital As of 30 June 2009, in % Tier 1 ratio excluding state capital 16.1 15.8 15.5 13.2 12.7 11.9 11.0 10.5 10.1 9.7 9.5 9.4 9.3 9.2 9.0 8.6 8.2 7.7 7.7 10.7 9.1 8.5 8.5 8.3 7.5 5.9 5.4  $\mathrm{GS}^{^{(1)}}\mathrm{MS}^{^{(2)}}$ UBS BAR HSBC JPM SAN BOA SOC BNP CA<sup>(3)</sup> BBVA ISP UNIC CS LLOY<sup>(4)</sup>RBS<sup>(5)</sup> С

(1) As of 26 June 2009
(2) Based on Basel I
Source: Company data, Bloomberg
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(3) Crédit Agricole S.A.

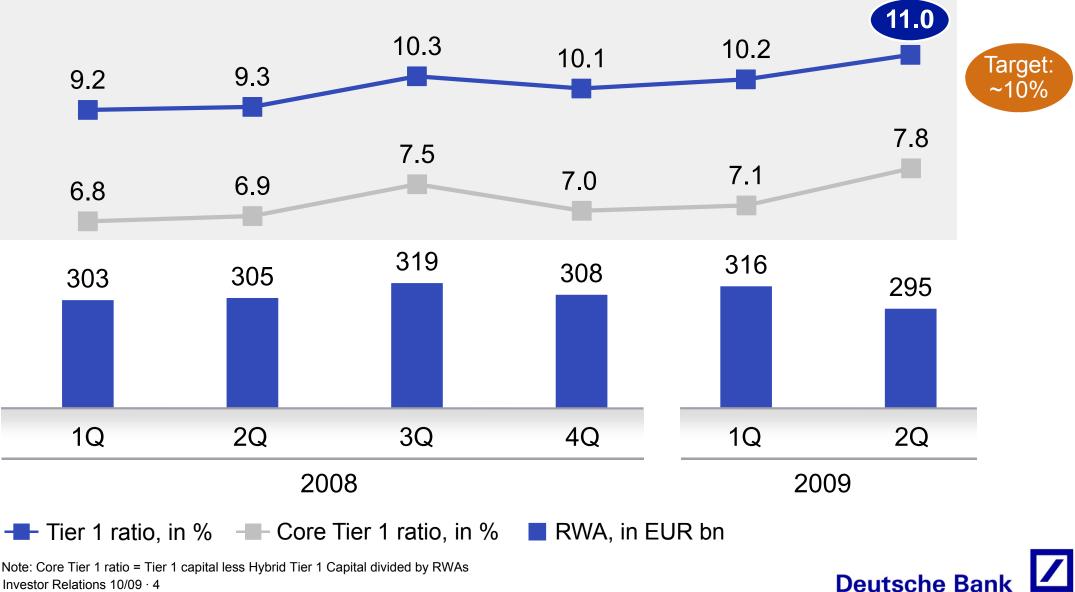
(4) Pro-forma

(5) Pro-forma; pre Asset Protection Scheme





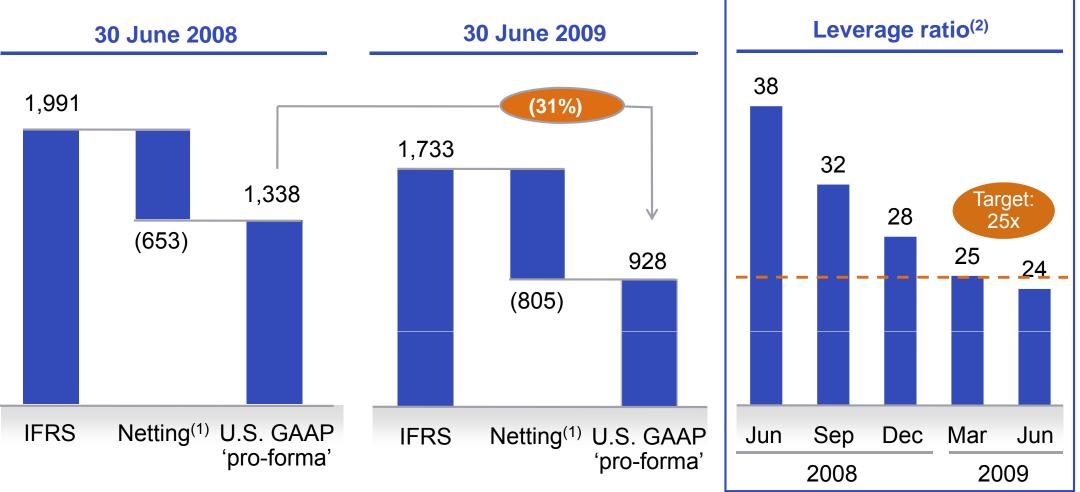
#### **Capital ratios have been strengthened**



Note: Core Tier 1 ratio = Tier 1 capital less Hybrid Tier 1 Capital divided by RWAs Investor Relations 10/09 · 4

### Significant de-leveraging

Balance sheet, in EUR bn



(1) For 30 June 2008 incl. derivatives netting of EUR 498 bn, pending settlements netting of EUR 92 bn and repo netting of EUR 62 bn, does not reflect revised application of U.S. GAAP nettings; for 30 June 2009 incl. derivatives netting of EUR 681 bn, pending settlements netting of EUR 113 bn and repo netting of EUR 10 bn.

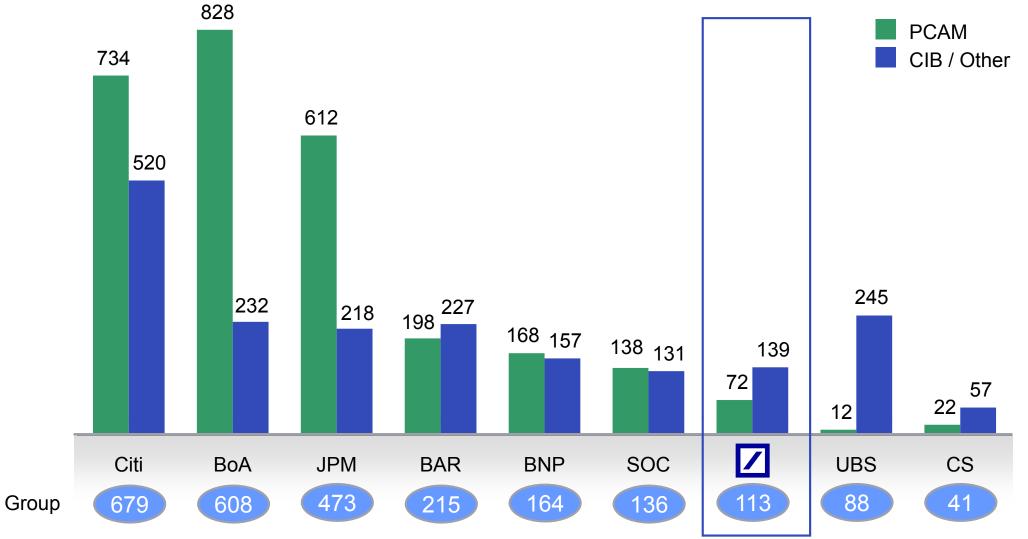
(2) Total assets based on U.S. GAAP 'pro-forma' divided by total equity per target definition

Note: Figures may not add up due to rounding differences



#### Loan book is performing relatively well

Loan loss ratio\*, 1H2009 annualised, in bps



\* Provision for credit losses divided by loan book as of 31 December 2008 Source: Company data

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### IAS 39 reclassified assets in context

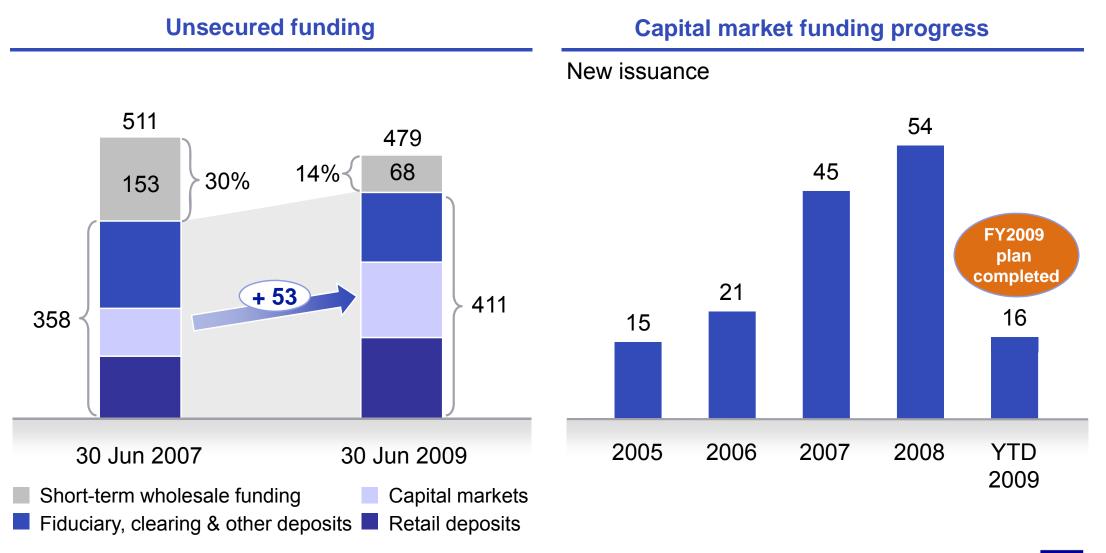
Loan loss ratios*		Breako	Breakdown of reclassification assets		
1H2009 annualised, in bps		30 June 2009, in EUR bn		Thereof nvestment grade:	
<ul><li>PCAM</li><li>CIB / Other</li><li>IAS 39</li></ul>	139	7	Leveraged Finance	-	
	75	9	Commercial Real Estate	70%	
72		10	DB sponsored conduits	98%	
	64	5	Collateralized / hedged transactions	90%	
11	Group loan loss ratio (reported)	5	Other	61%	
6	8 Excl. IAS 39 reclassified assets	Total: 36			
* Provision for credit losses divided Investor Relations 10/09 · 7	d by loan book as of 31 December 2008		Deute	sche Bank	



In EUR bn

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#### Well prepared for a changing landscape

_	30 June 2008	30 June 2009
Income before income taxes (1H2009, in EUR bn)	0.4	3.1
Net income (1H2009, in EUR bn)	0.5	2.3
Pre-tax RoE (target definition) <sup>(1)</sup>	(4)%	20%
Tier 1 capital ratio	9.3%	11.0%
Core Tier 1 capital ratio	6.9%	7.8%
Tier 1 capital (in EUR bn)	28.3	32.5
Total assets (U.S. GAAP 'pro-forma', in EUR bn)	1,338 <sup>(2)</sup>	928
Leverage ratio (target definition) <sup>(3)</sup>	38x	24x
	Net income (1H2009, in EUR bn) Pre-tax RoE (target definition) <sup>(1)</sup> Tier 1 capital ratio Core Tier 1 capital ratio Tier 1 capital (in EUR bn) Total assets (U.S. GAAP 'pro-forma', in EUR bn)	2008Income before income taxes (1H2009, in EUR bn)0.4Net income (1H2009, in EUR bn)0.5Pre-tax RoE (target definition) <sup>(1)</sup> (4)%Tier 1 capital ratio9.3%Core Tier 1 capital ratio6.9%Tier 1 capital (in EUR bn)28.3Total assets (U.S. GAAP 'pro-forma', in EUR bn)1,338 <sup>(2)</sup>

(1) Based on average active equity; pre-tax RoE reported per 30 June 2008: 3%, per 30 June 2009: 19%

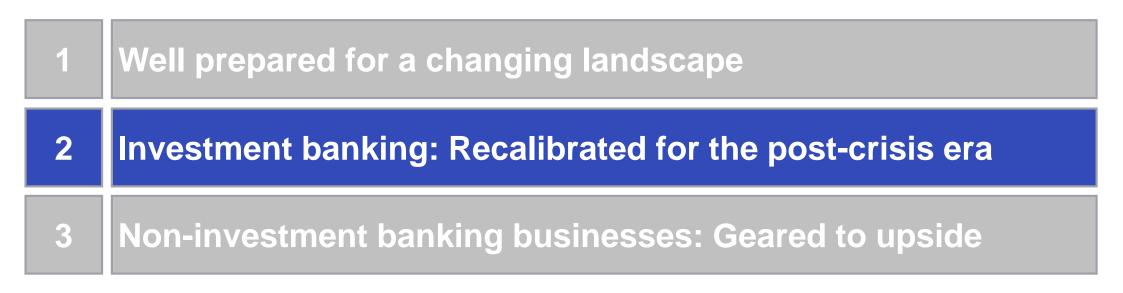
(2) 30 June 2008 figures do not reflect revised application of U.S. GAAP netting rules started in September 2008

(3) Total assets based on U.S. GAAP 'pro-forma' divided by total equity per target definition





#### Agenda

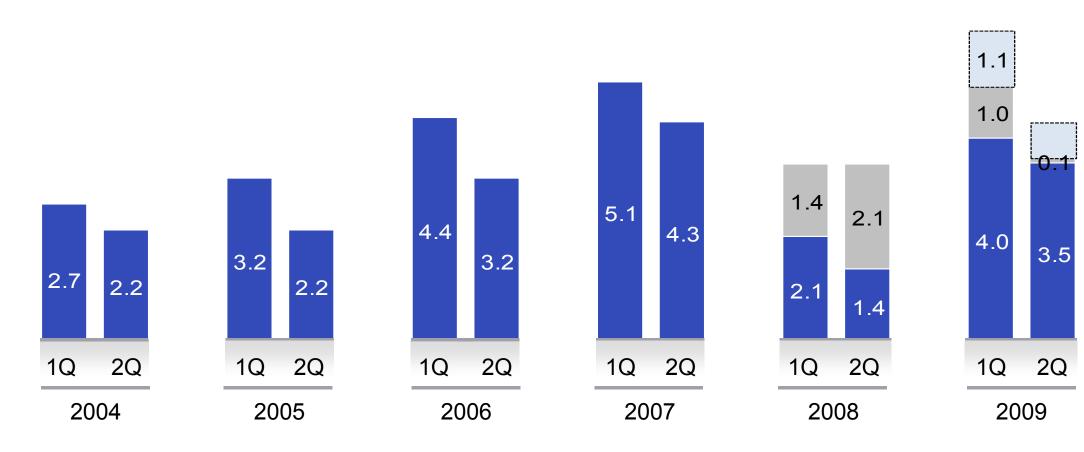




### **Strong underlying revenues in Sales & Trading**

Sales & Trading revenues, in EUR bn

Debt and equity revenues Mark-downs



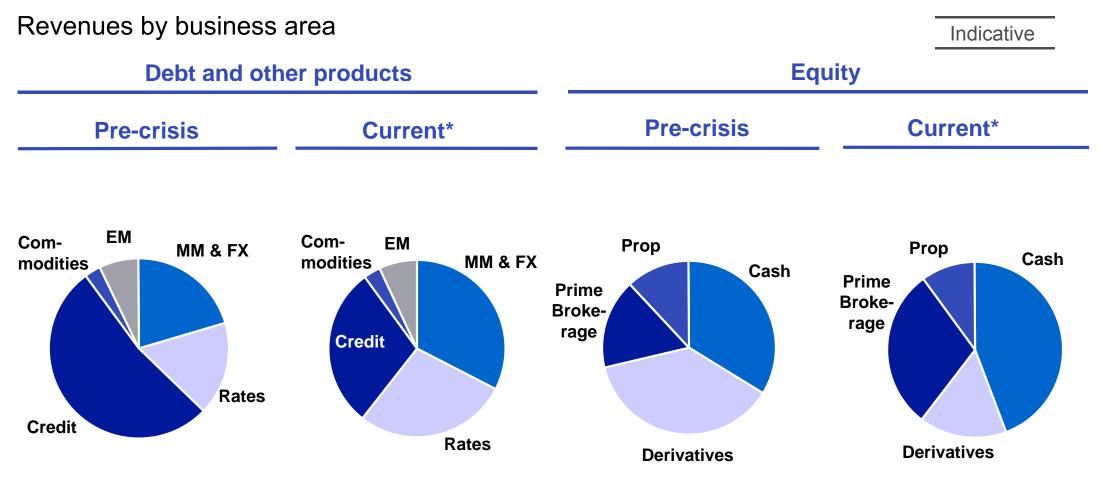
Additional de-

risking

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Note: Figures may not add up due to rounding differences Investor Relations  $10/09\cdot 11$ 

### Successful recalibration of a diversified platform

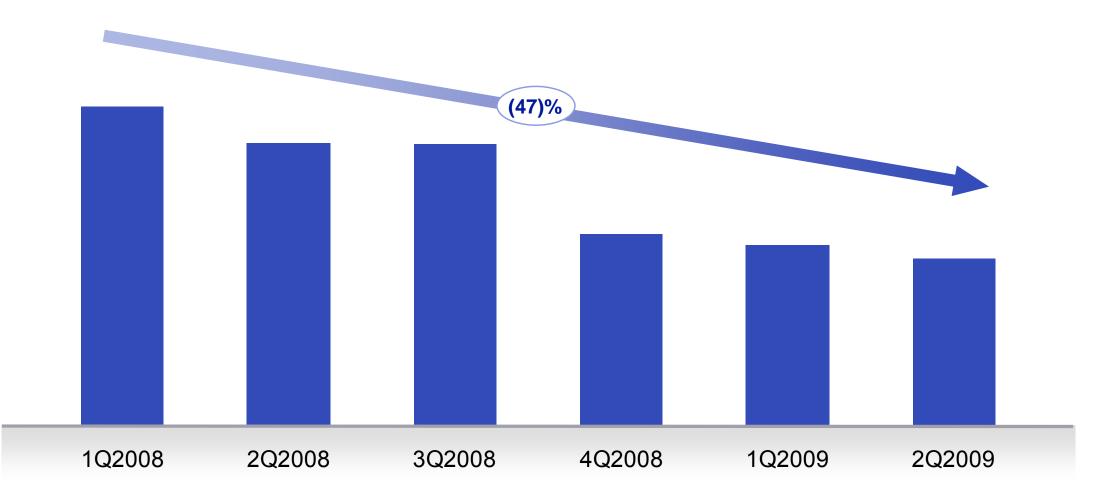






#### Simultaneously, we aggressively de-leveraged

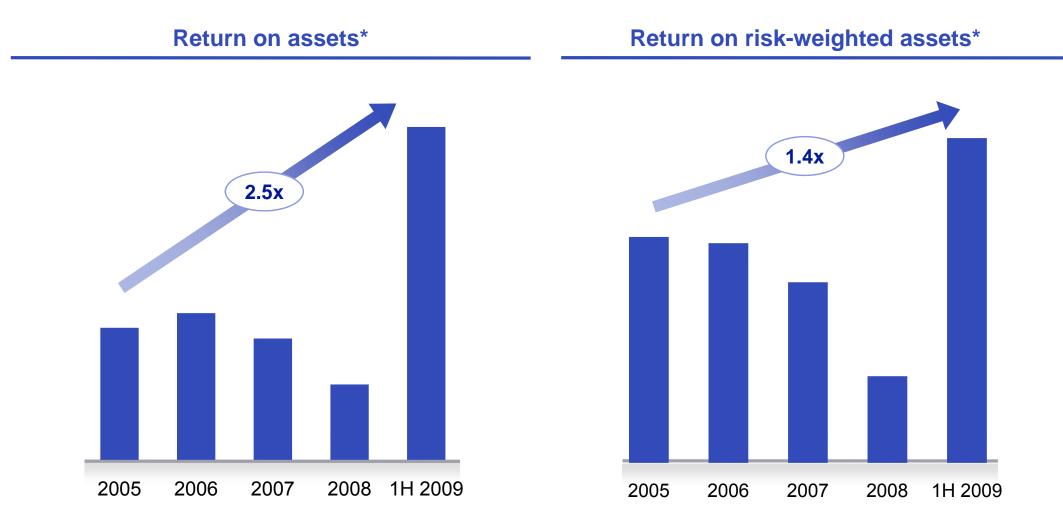
Global Markets balance sheet (U.S. GAAP 'pro-forma')



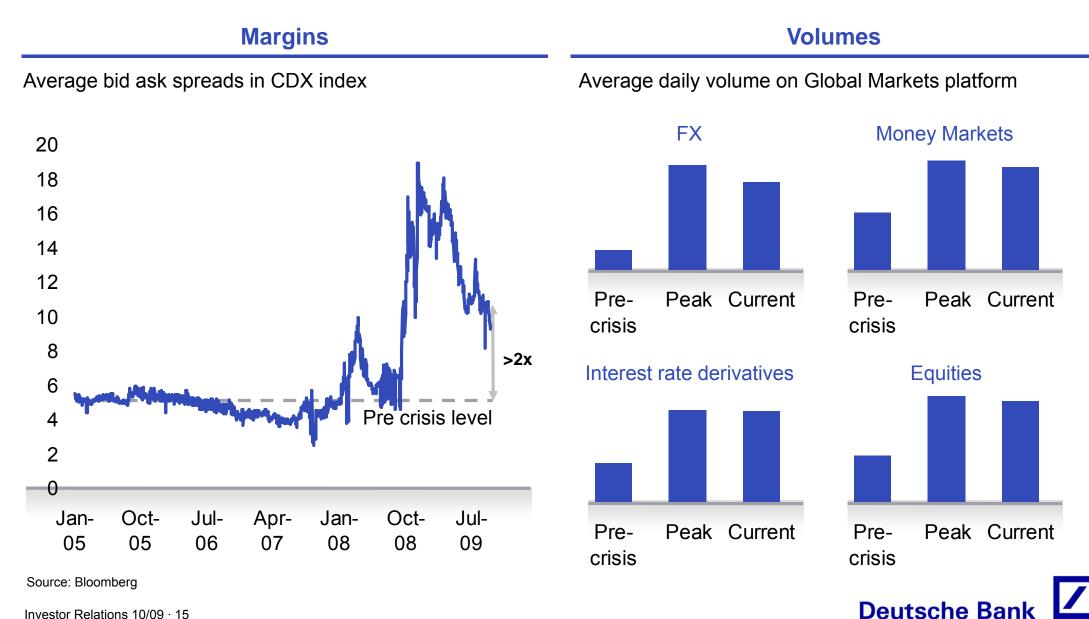




#### **Considerable improvement in asset efficiency**







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## We have consolidated or extended our global market share ...

Rank

1

1

2

3

6

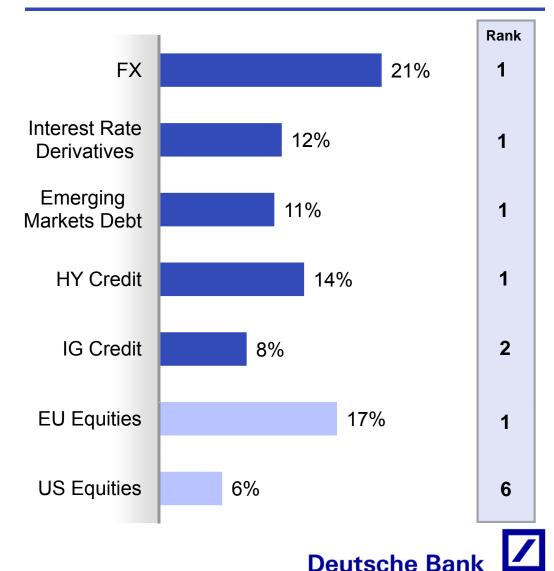
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#### FX 22% Interest Rate 12% Derivatives Emerging 12% Markets Debt HY Credit 11% IG Credit 7% 11% **EU** Equities **US Equities\*** 3%

Pre-crisis

Current



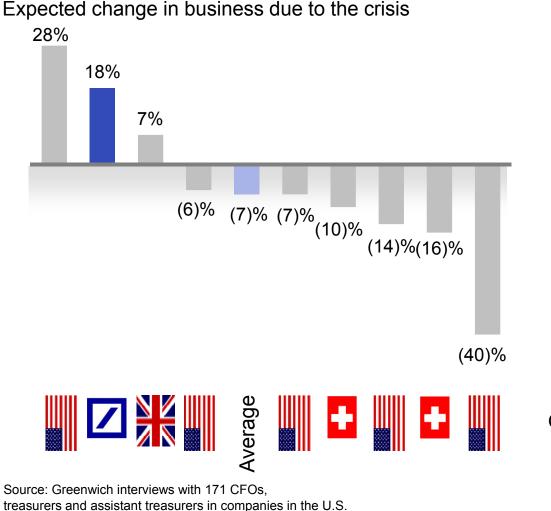
Source: Greenwich Associates, Euromoney, Autex \* U.S. Equities rank and market share is for 2006 Investor Relations  $10/09 \cdot 16$ 

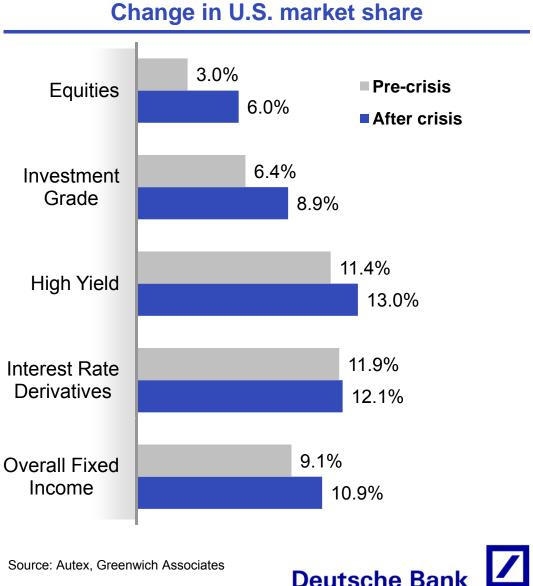
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### ... with significant gains in the critical U.S. market

U.S. clients' expected increase/decrease in business with leading investment banks





Average is for banks displayed only Investor Relations 10/09 · 17



#### DB's presence across emerging markets: A key differentiator

As of 30 June 2009







#### Agenda



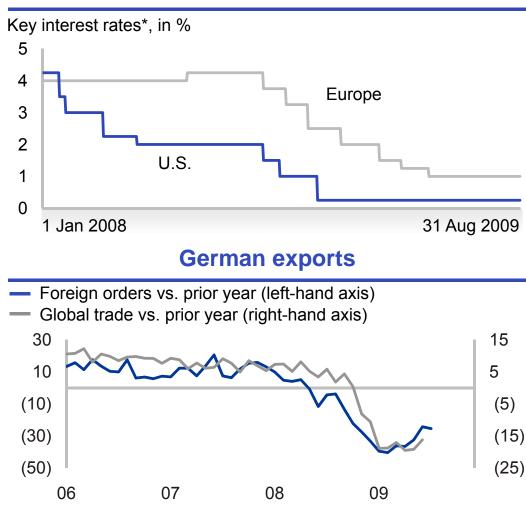


### **Upside potential exists**

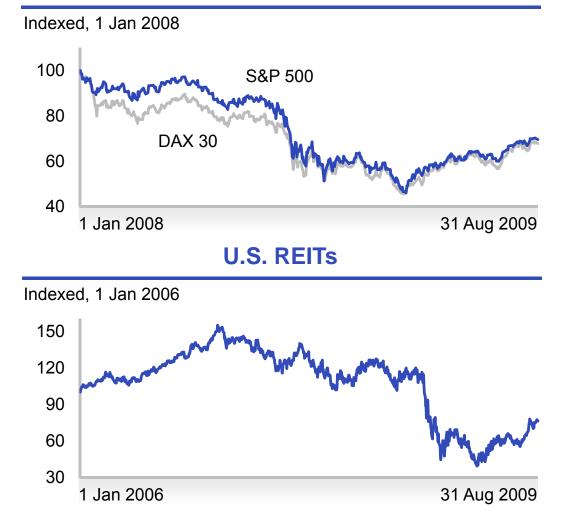
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**Interest rates** 



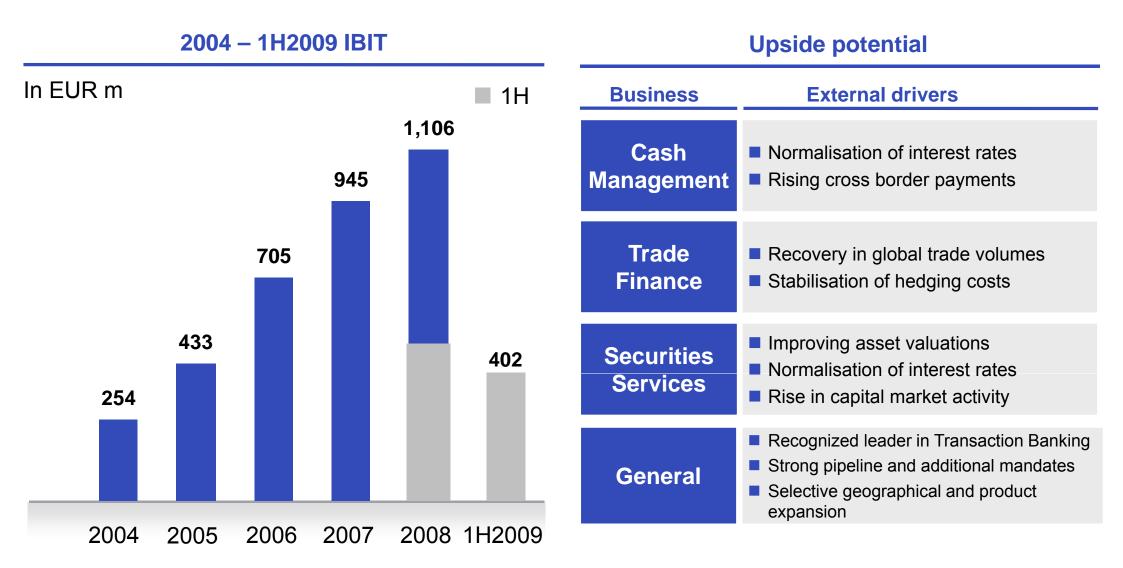
\* Fed funds rate for the U.S., ECB main refinancing rate for Source: Bloomberg, Statistisches Bundesamt, CPB, Ifo, DB Research, EPRA/NAREIT Investor Relations 10/09 · 20





Equity markets

### **GTB: Significant additional revenue potential ...**

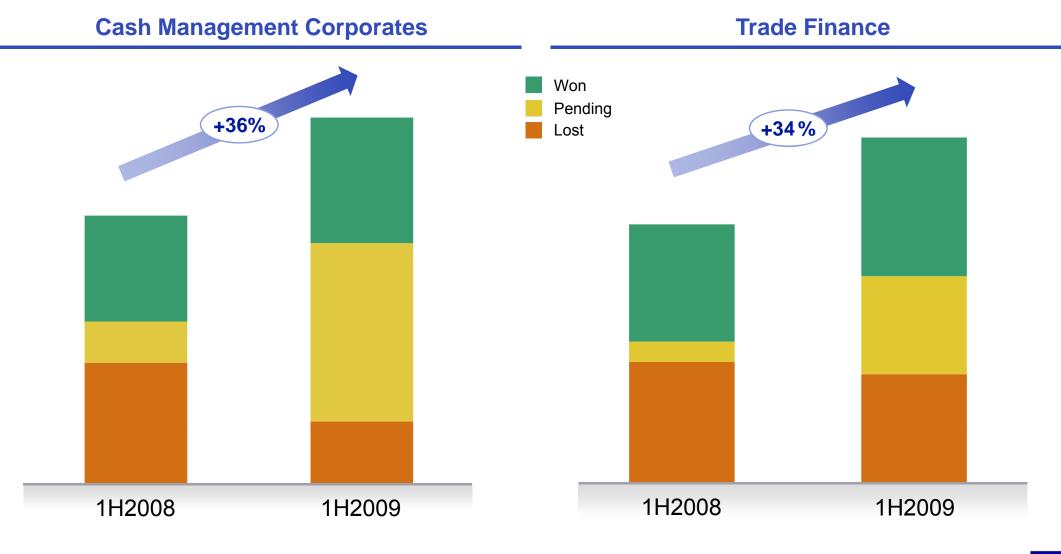


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Note: Numbers for 2004 - 2005 based on U.S. GAAP, from 2006 onwards based on IFRS Investor Relations 10/09 · 21

### ... with benefits from flight to quality

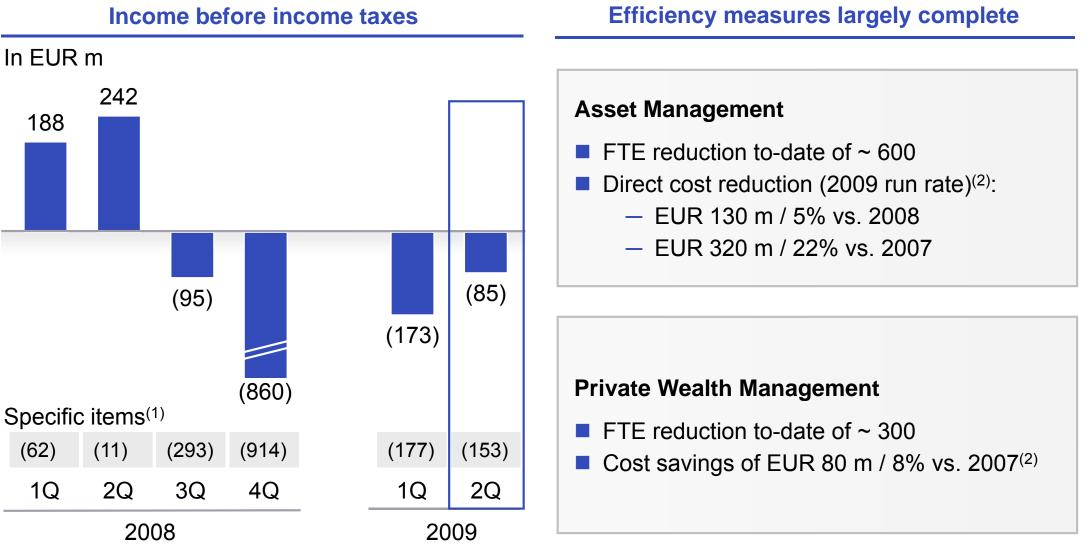
Pipeline volume\*





 $^*$  Pipeline volume: Prospective revenues from deals acquired in the period with win probability > 25% Investor Relations 10/09  $\cdot$  22

### **AWM: Operating leverage, due to efficiency measures**



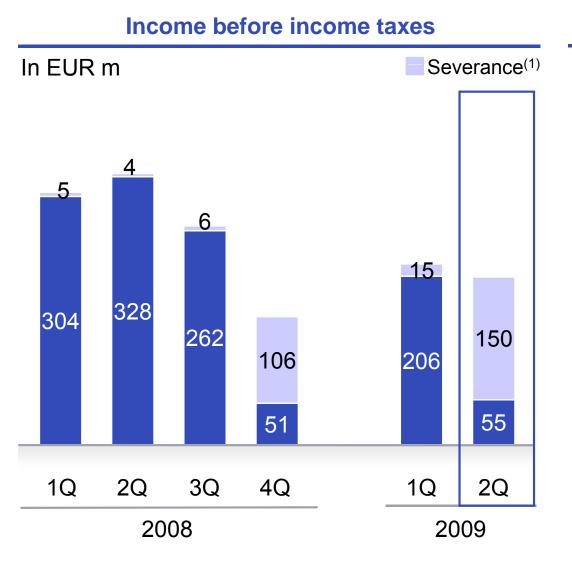
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- (1) Reflect RREEF impairments, MM fund injections, impairments on intangible assets, ARP/S settlement and severance
- (2) Reflects noninterest expenses excl. policyholder benefits & claims, restructuring activities, impairment of goodwill and intangible assets additionally adjusted for

consolidation of RREEF infrastructure asset in AM and for ARP/S settlement in PWM



### **PBC: Implementation of efficiency measures ...**



#### **Results of efficiency program**

#### **Key measures**

- Middle-office consolidation
- Integration of credit operations
- Back-office efficiency
- Central overhead reduction

#### Results

- FTE reduction to-date of ~ 350
- Run-rate direct cost reduction of EUR 200 m<sup>(2)</sup>

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Related severance largely accounted for

(1) Includes direct severance booked in business and allocations of severance booked in infrastructure(2) by end 2010

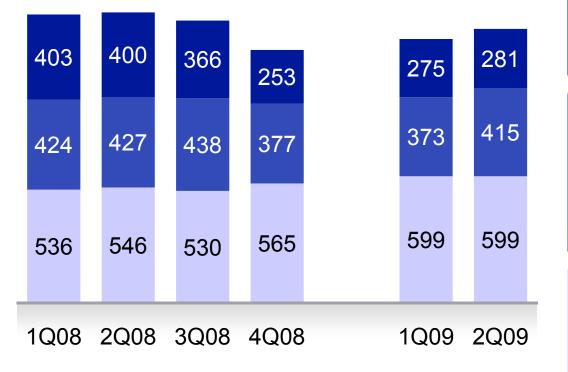


#### ... leads to substantial upside potential

#### **PBC revenues in key product areas**

#### **Drivers of upside**

#### In EUR m



Investment products (incl. brokerage)

- Deposits
- Credit products

#### **Investment products**

- Sustained recovery in equity markets
- Retail investors returning to equities

#### **Deposits**

- Deposit capture of EUR 15 bn since Jan 2008
- Normalisation of interest rates
- Margin and pricing discipline

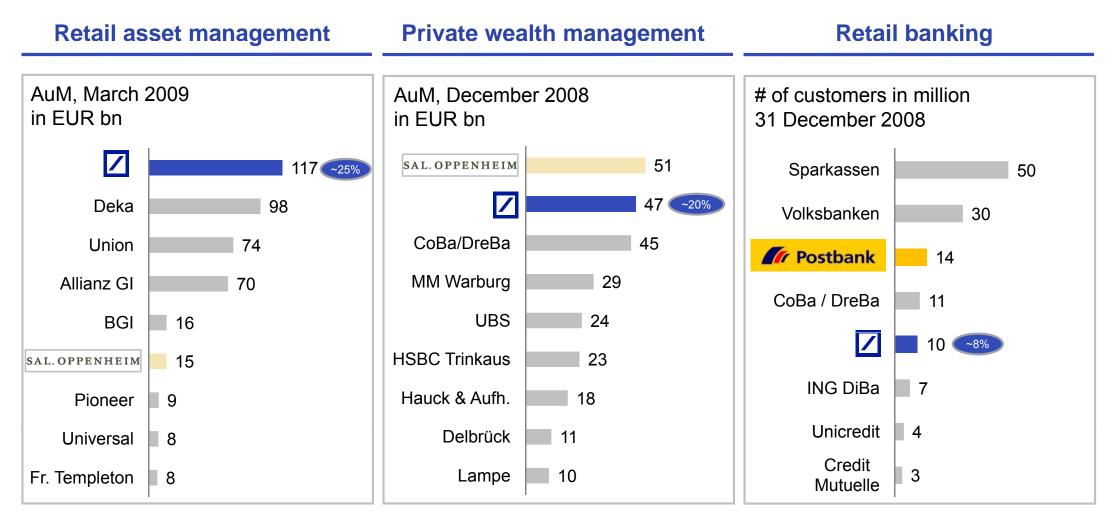
#### **Credit products**

- Success of growth strategy
- Margins reflect risk costs



### **Strategic optionality in Germany**

Customers / AuM in German market



Note: Sal. Oppenheim includes BHF and Frankfurt Trust Source: Asset Management – BVI; PWM – McKinsey; PBC – PBC Finance Investor Relations 10/09 · 26



🔊 = Market share



#### **Summary: Well prepared for a changing landscape**

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Profitability	Income before income taxes (1H2009, in EUR bn)	0.4	3.1
	Net income (1H2009, in EUR bn)	0.5	2.3
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Capital strength	Tier 1 capital ratio	9.3%	11.0%
	Core Tier 1 capital ratio	6.9%	7.8%
	Tier 1 capital (in EUR bn)	28.3	32.5
Leverage reduction	Total assets (U.S. GAAP 'pro-forma', in EUR bn)	1,338 <sup>(2)</sup>	928
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#### **Cautionary statements**

Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS).

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 <u>www.deutsche-bank.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 2Q2009 Financial Data Supplement, which is accompanying this presentation and available at <u>www.deutsche-bank.com/ir</u>.

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