

#### **Deutsche Bank Roadshow**

# Anthony di lorio

**Chief Financial Officer** 



Milano, 6 July 2007





# Agenda

1	Outstanding performance	
2	Strengthened strategic positions	
3	Phase 3 of our Management Agenda	



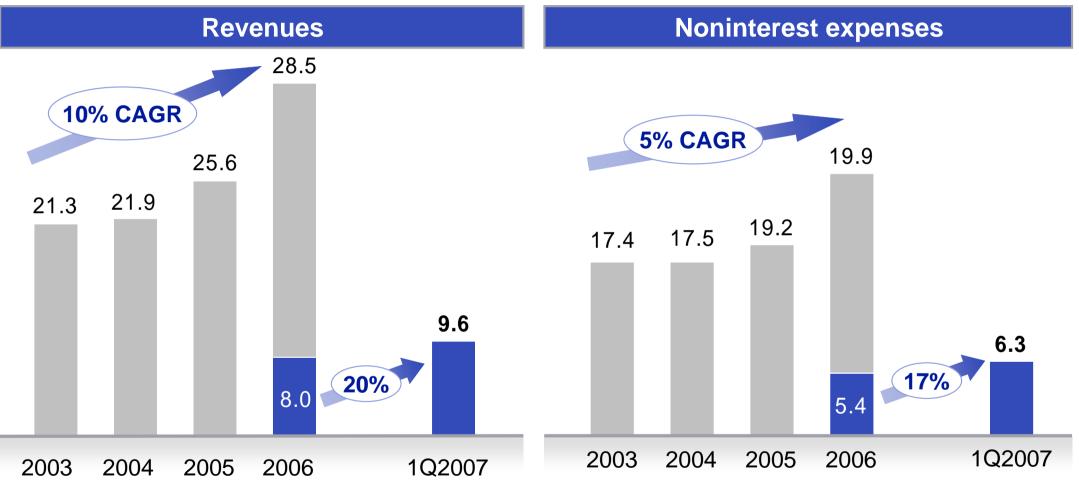




#### Strong revenue momentum combined with cost control

In EUR bn

1st quarter

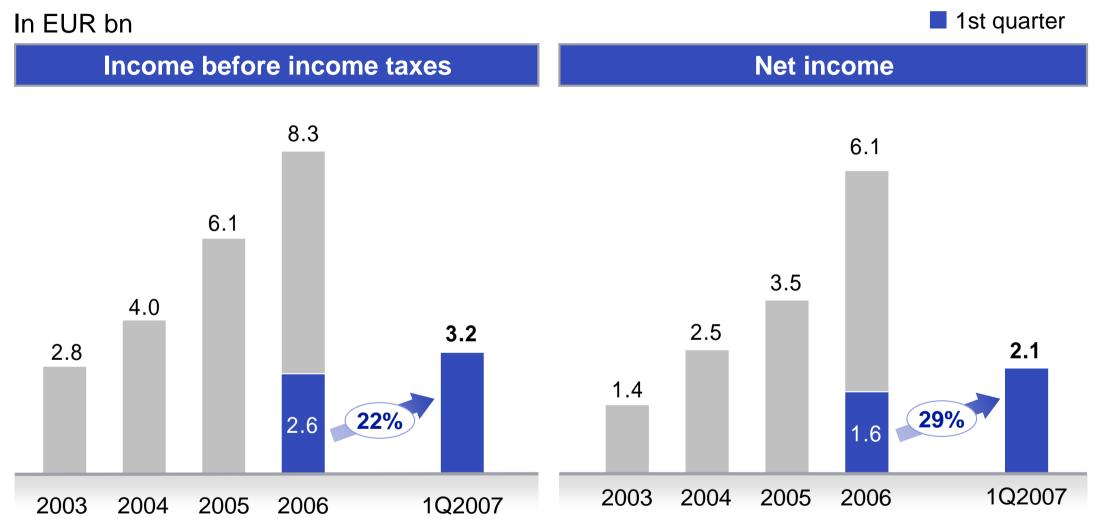




#### financial transparency.



### **Outstanding profit growth**



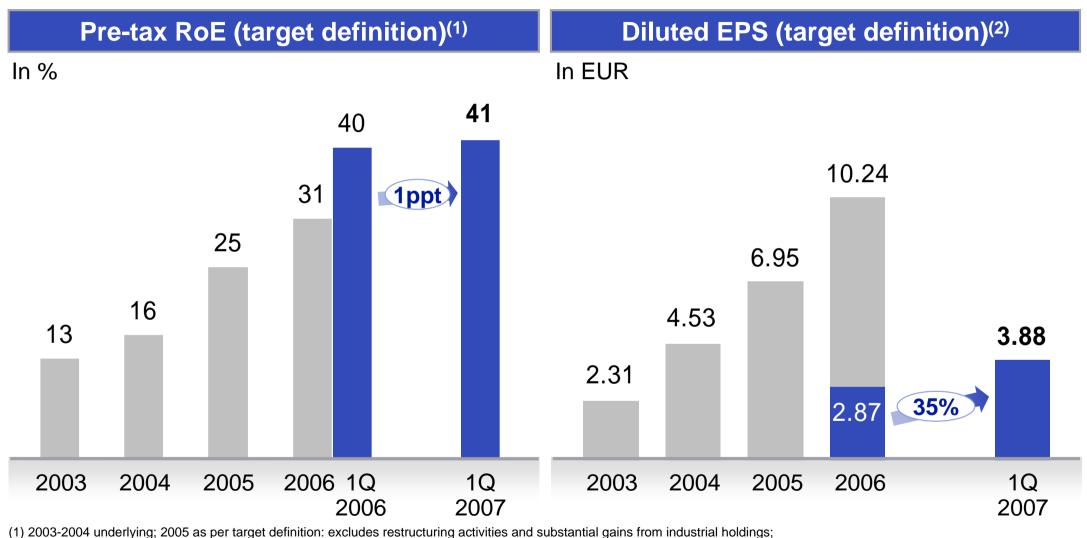




#### **Outperformance against key targets**

1st quarter

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from 2006 as per revised target definition: excludes significant gains (net of related expenses) / charges

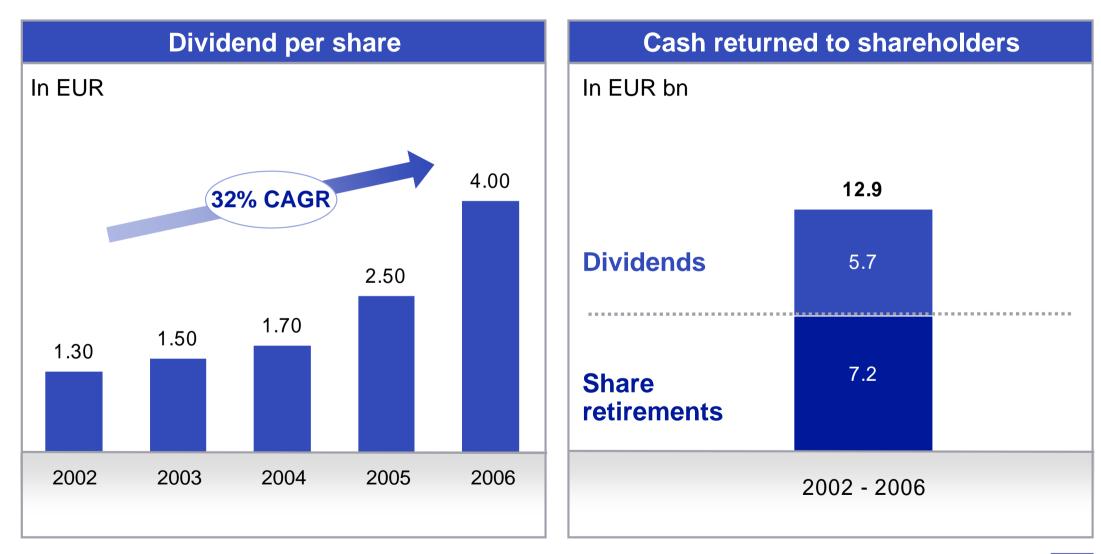
(2) 2003-2005 reported; from 2006 as per revised target definition: excludes significant gains (net of related expenses) / charges

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

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#### **Delivery to shareholders**







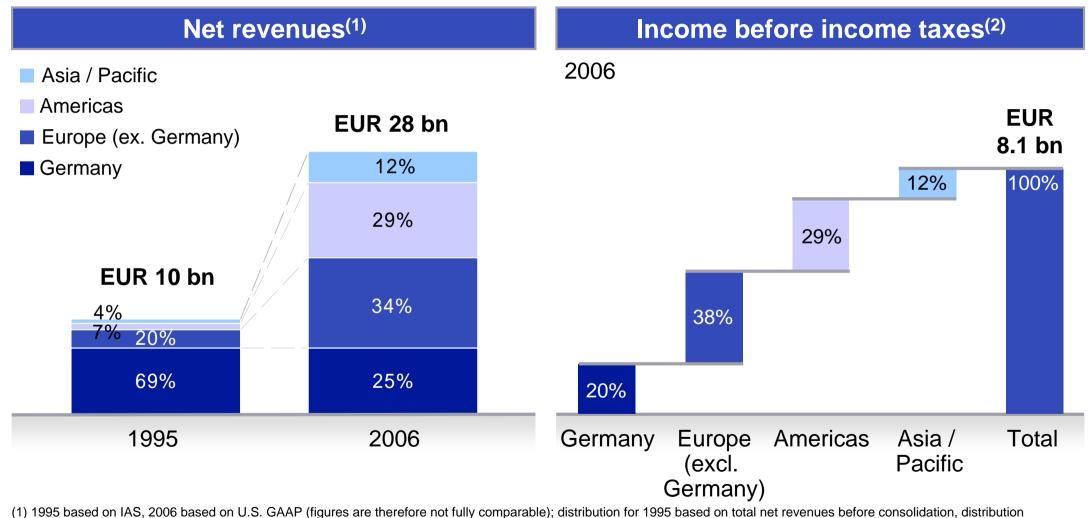
## Agenda

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#### Well diversified global footprint



for 2006 based on net revenues of CIB and PCAM; total net revenues also incl. Corporate Investments and Consolidation & Adjustments

(2) Based on 20-F (according to booking locations and based on internal assumptions regarding specific consolidation items)

Note: Figures may not add up due to rounding differences

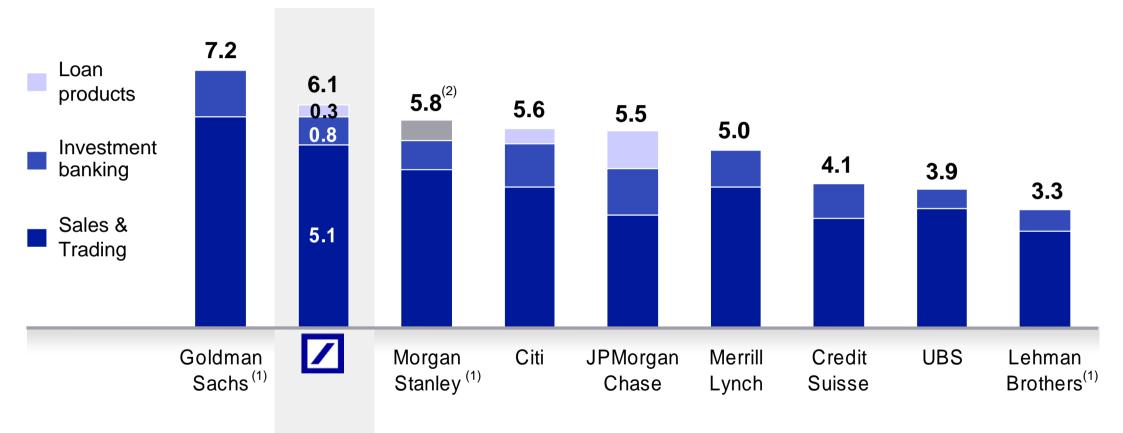
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## Deutsche Bank



#### A leading global investment bank ...

Revenues Corporate Banking & Securities 1Q2007, in EUR bn



(1) Diverging fiscal year

(2) Morgan Stanley CB&S comparable segment reflects investment revenues not included in Sales & Trading / Investment Banking

Note: Goldman Sachs excl. revenues from Principal Investments; translation into EUR based on average FX rate of respective reporting period;

DB CB&S total revenues include other revenues of EUR (0.1) bn

Source: Company data

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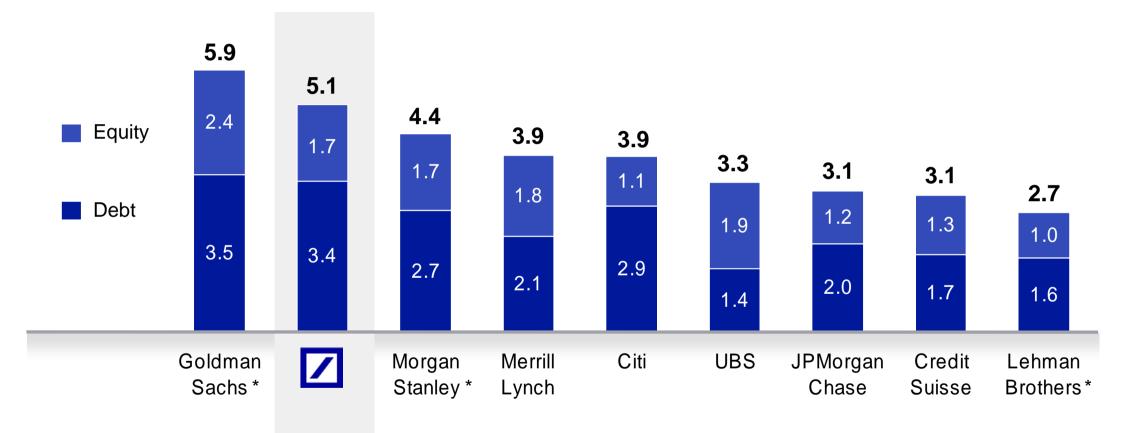




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#### ... and a market leader in sales and trading

Revenues Sales & Trading 1Q2007, in EUR bn



\* Diverging fiscal year

Note: Goldman Sachs and Morgan Stanley excl. revenues from Principal Investments or other investment revenues;

translation into EUR based on average FX rate of respective reporting period. Figures may not add up due to rounding differences.

Source: Company data

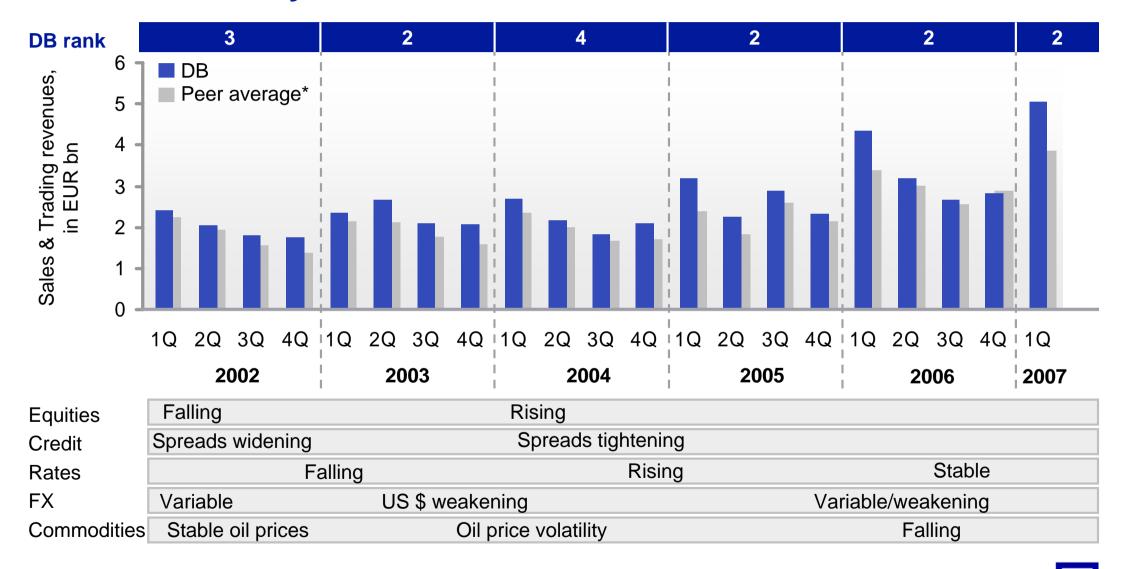
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#### financial transparency.



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# Global Markets has shown consistent, stable earnings growth across market cycles ...

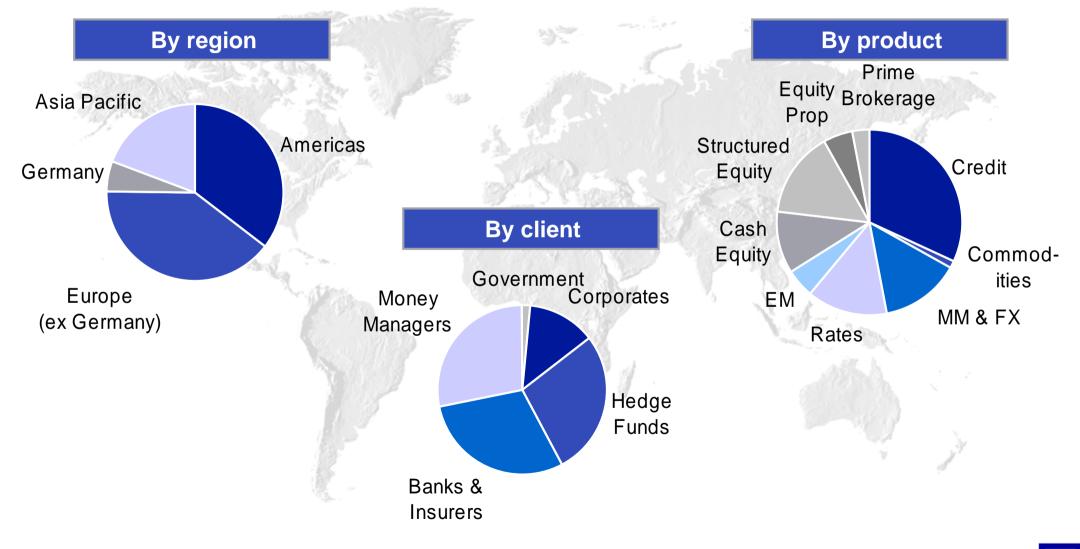


\*Bear Stearns, Citigroup, Credit Suisse, Goldman Sachs, JP Morgan, Lehman Brothers, Merrill Lynch, Morgan Stanley, UBS and Deutsche Bank Investor Relations 07/07-11 financial transparency.



#### ... thanks to a well diversified business portfolio

Global Markets revenues, 2006



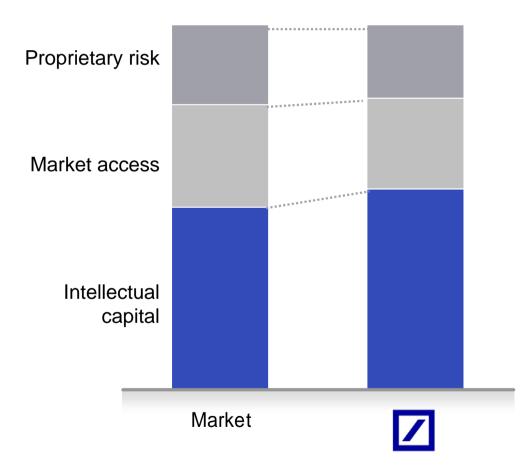




### **Global Markets is superbly positioned for stable growth**

Sales & Trading (debt / equity) revenues

Illustrative



Proprietary risk	Equities Prop Credit Prop Rates Prop FX Prop
Market access	Cash Equities Foreign Exchange Government Bonds Corporate Bonds Money Markets
Intellectual capital	Equity Derivatives Credit Derivatives Rates Derivatives FX Derivatives Commodity Derivatives Collateralized Debt Obligations Securitized Products Structured Finance Distressed Products





#### **GTB - leadership in key products**

Product	Rank	Market share
Euro clearing <sup>(1)</sup>	1	17%
USD clearing <sup>(2)</sup>	5	8%
Export LCs Germany <sup>(3)</sup>	1	23%
Trustee for US Asset & Mortgage Backed Securities <sup>(4)</sup>	2	22%
US Debt (all) Trustee <sup>(5)</sup>	2	13%
Trade Finance Loans <sup>(6)</sup>	2	7%

(1) Bundesbank: RTGS+/Target (as of December 2006)
 (2) Clearing House Interbank Payment System (CHIPS), (December 2006)
 (3) S.W.I.F.T. (December 2006)
 (4) Asset Backed Alert (FY, 2006)
 (5) Thomson Financial (3Q, 2006)
 (6) Dealogic (1 Jan – 30 Sept 2006)
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## A strong and growing private clients franchise

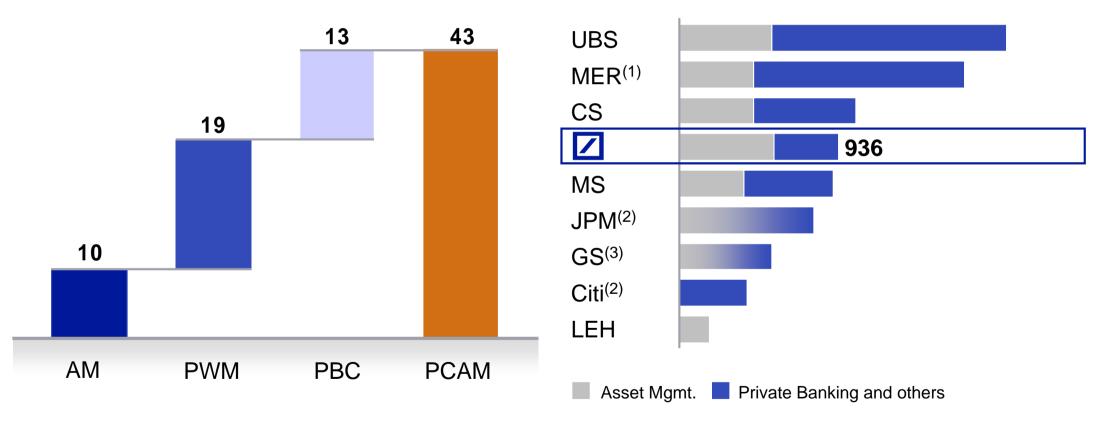
#### In EUR bn

Net new money (1Q2006 – 1Q2007)



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PCAM invested assets, financial year end 2006



(1) Total Private Client Assets and 50% of BlackRock invested assets

(2) Excluding PBC equivalent (DB invested assets comparable data not available)

(3) Goldman Sachs Asset Management includes assets held for HNWI

Note: Conversion into EUR based spot FX rates; figures may not add up due to rounding differences

Source: Company data

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#### AM is organized around four global business lines

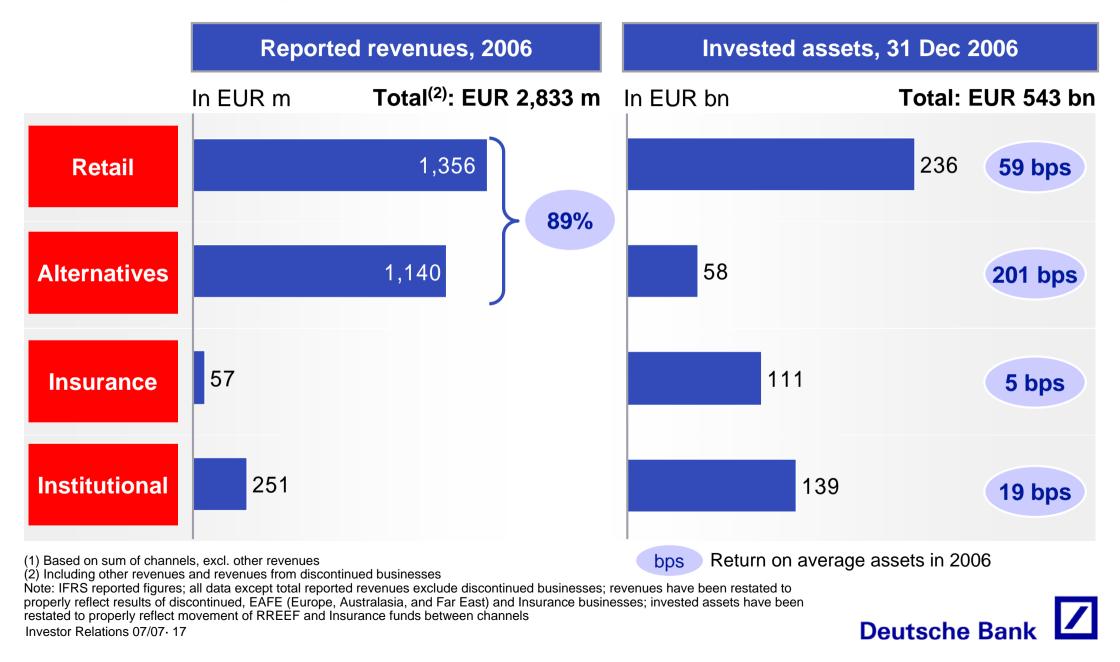
Retail	Alternatives	Insurance	Institutional
<ul> <li>Retail</li> <li>Institutional</li> <li>Products:</li> <li>Mutual Funds</li> <li>Structured</li> <li>Products</li> <li>-</li> </ul>	<ul> <li>Institutional</li> <li>High Net Worth</li> </ul>	<ul> <li>Deutsche Asset Management A Member of the Deutsche Bank Group</li> <li>Clients:         <ul> <li>General account assets of 120+ insurance companies worldwide</li> </ul> </li> <li>Products:         <ul> <li>Fixed Income</li> <li>Alternatives</li> <li>Quant</li> </ul> </li> </ul>	Deutsche Asset Management A Member of the Deutsche Bank Group  Clients:  Pension Funds Pendowments Corporates Products: Products: Equity Fixed Income Quant
241	61	110	<ul> <li>Specialty FI</li> <li>Cash</li> <li>140</li> </ul>

Notes: Invested assets have been restated to properly reflect movement of RREEF and Insurance funds between channels Channel amounts shown above are based on UBR view which result in slightly different totals Figures may not add up due to rounding Investor Relations 07/07-16





#### Our higher margin businesses drive 89% of revenues<sup>(1)</sup>







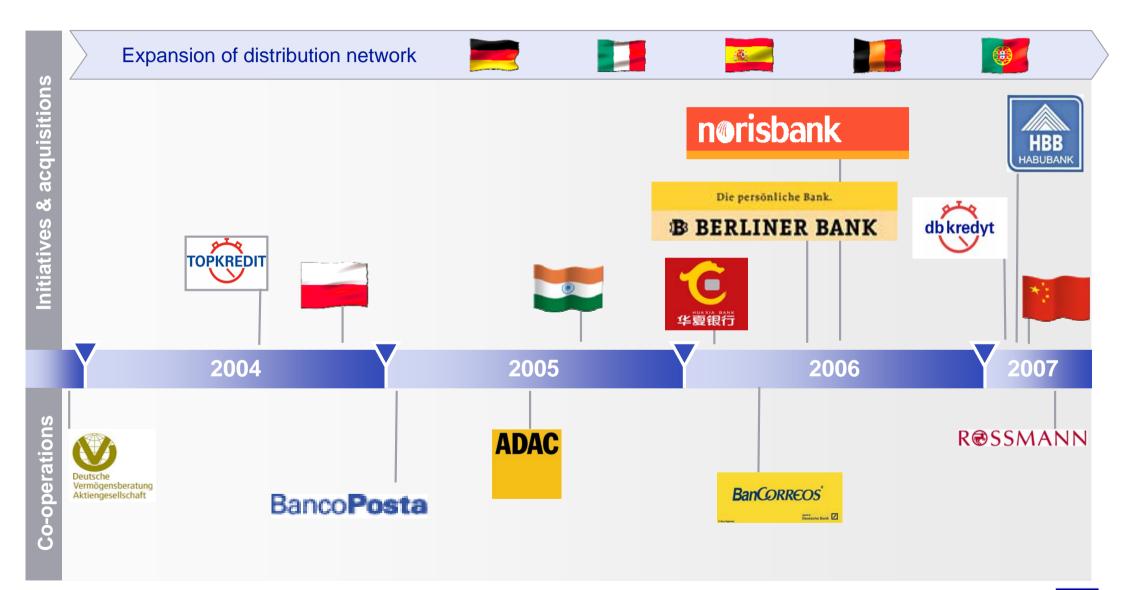
#### **PWM - asset growth across most markets**

PWM investe	d assets, in EUR bn	15-month growth	NNM*, ir 2006	EUR bn 1Q2007
Germany	49 41	20%	4	1
UK	∎ 12	-	-	0
Europe / Latin America / Middle East	58 50	16%	4	2
USA	55 56	(1)%	3	(1)
Asia / Pacific	20 15	32%	4	1
Global	194 163	19%	15	4
31 Dec	2005 📕 31 Mar 2007			_

\* NNM: Net new money Investor Relations 07/07 · 18 Deutsche Bank



#### **PBC - a dynamic business**

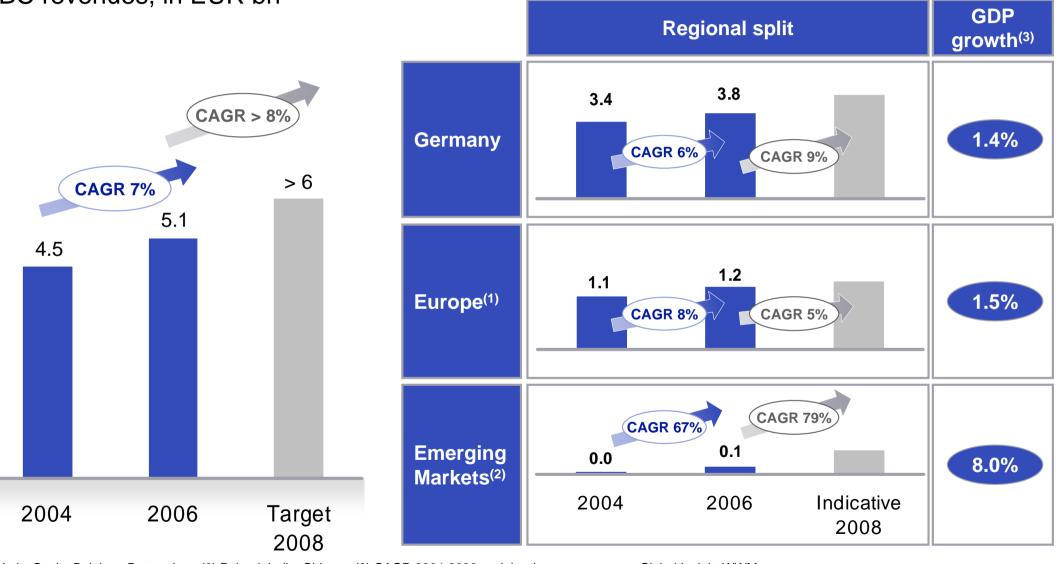


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### **PBC - revenue growth outperforming GDP growth in all markets**

PBC revenues, in EUR bn



(1) Italy, Spain, Belgium, Portugal (2) Poland, India, China (3) CAGR 2004-2006, weighted average, source: Global Insight WWM Note: 2004 based on U.S. GAAP, from 2006 onwards based on IFRS

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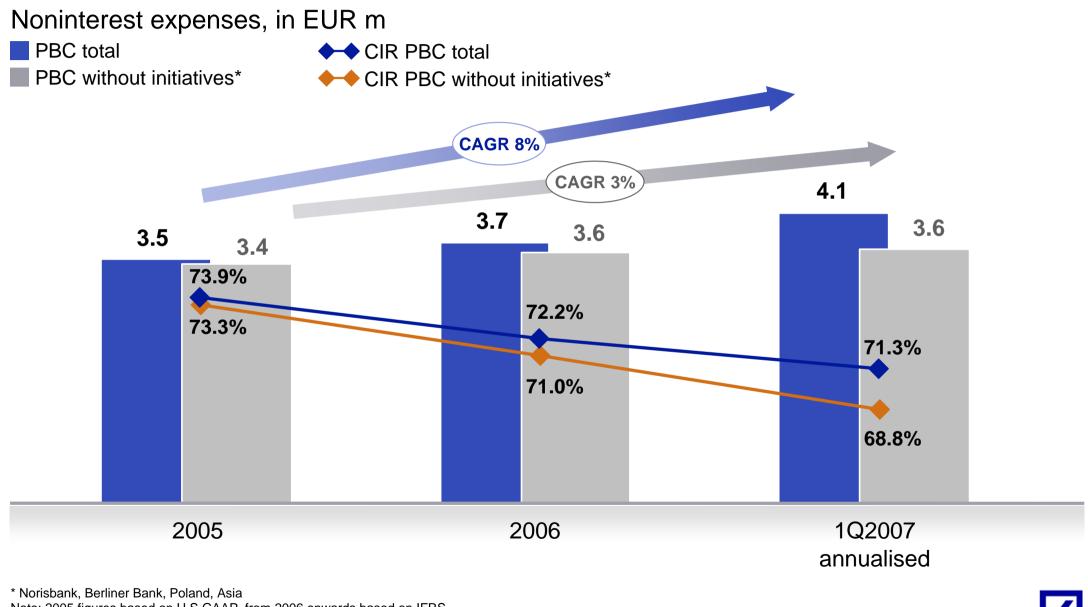
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#### **PBC - results include massive investments in future growth**

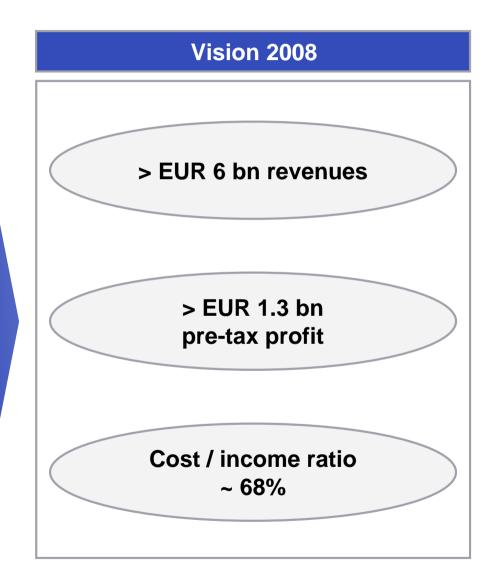


Note: 2005 figures based on U.S.GAAP, from 2006 onwards based on IFRS Investor Relations  $07/07 \cdot 21$ 



#### **PBC will deliver on clear targets**

	Strategic focus	
	Advisory Banking	Consumer Banking
Germany	Keep revenue momentum and capitalise on acquisitions	
Europe	Strengthen 'visibility' of our franchises	
Emerging Markets	Get foothold in high growth regions	
'One bank'	Further capitalise on 'one bank' philosophy	





# Returns on capital have improved strongly in all businesses

2002 2006

		Average active equity (in EUR bn)	Pre-tax RoE <sup>(2)</sup> (in %)
	Group <sup>(1)</sup>	31.2 25.4	4 33
B	Corporate Banking & Securities	15.3 16.0	6 34
CIB	Global Transaction Banking	2.2 1.1	22 66
MA	Asset and Wealth Management	5.7 4.9	7
PCAM	Private & Business Clients	1.6 2.3	33 45
	Corporate Investments	6.5 (13) 1.1	34
<ul> <li>(1) Group incl. Consolidations &amp; Adjustments</li> <li>(2) Underlying for 2002, reported for 2006</li> <li>Note: Figures may not add up due to rounding differences and capital not allocated to businesses;</li> </ul>			

2002 figures reflect segment composition as of 31 December 2004;

2002 based on U.S. GAAP; 2006 based on IFRS

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# Agenda

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#### The current phase of our strategy

#### **Management Agenda Phase 1**

2002 – 2003: Refocusing the business

#### Management Agenda Phase 2

2004 – 2005: Growth and 25% RoE

#### **Management Agenda Phase 3**

#### 2006 - 2008

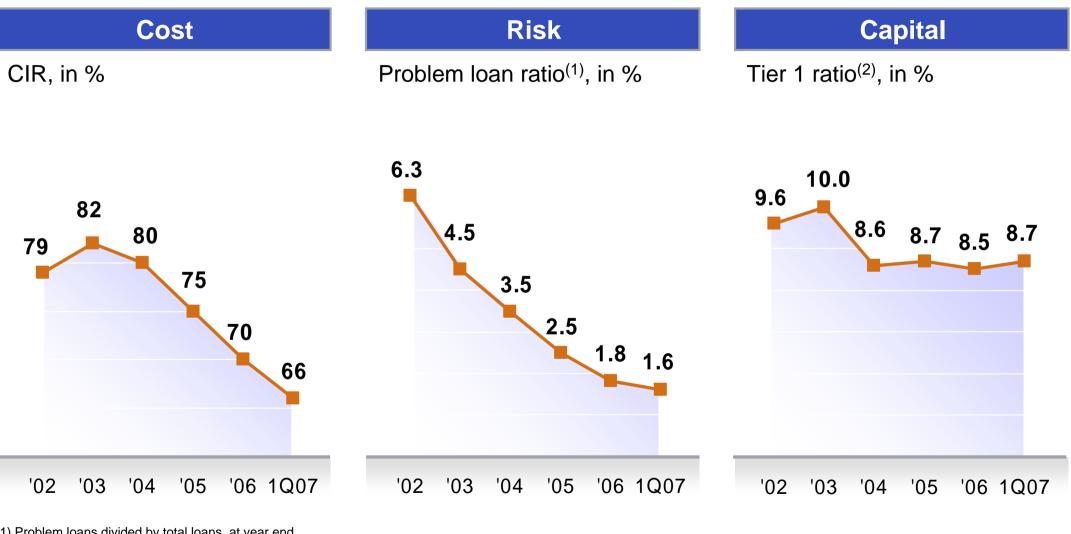
Leveraging our global platform for accelerated growth

Maintain our cost, risk capital and regulatory discipline	Continue to invest in organic growth and 'bolt-on' acquisitions
Further grow our 'stable' businesses in PCAM and GTB	Build on our competitive edge in CIB



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#### Maintain our cost, risk, capital and regulatory discipline



(1) Problem loans divided by total loans, at year end
(2) At year end
Note: 2002 – 2005 based on U.S. GAAP, 2006 onwards based on IFRS
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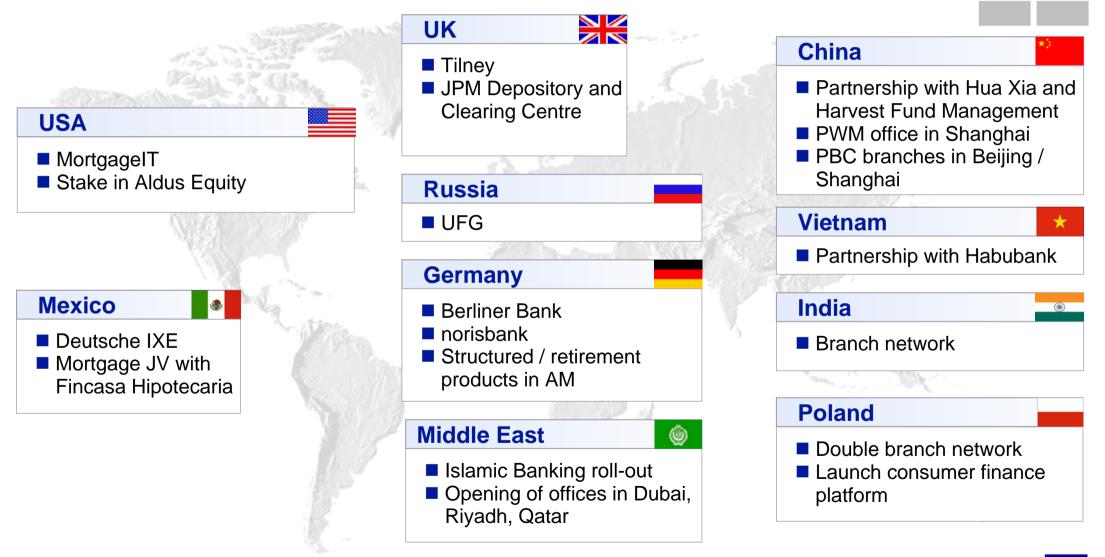


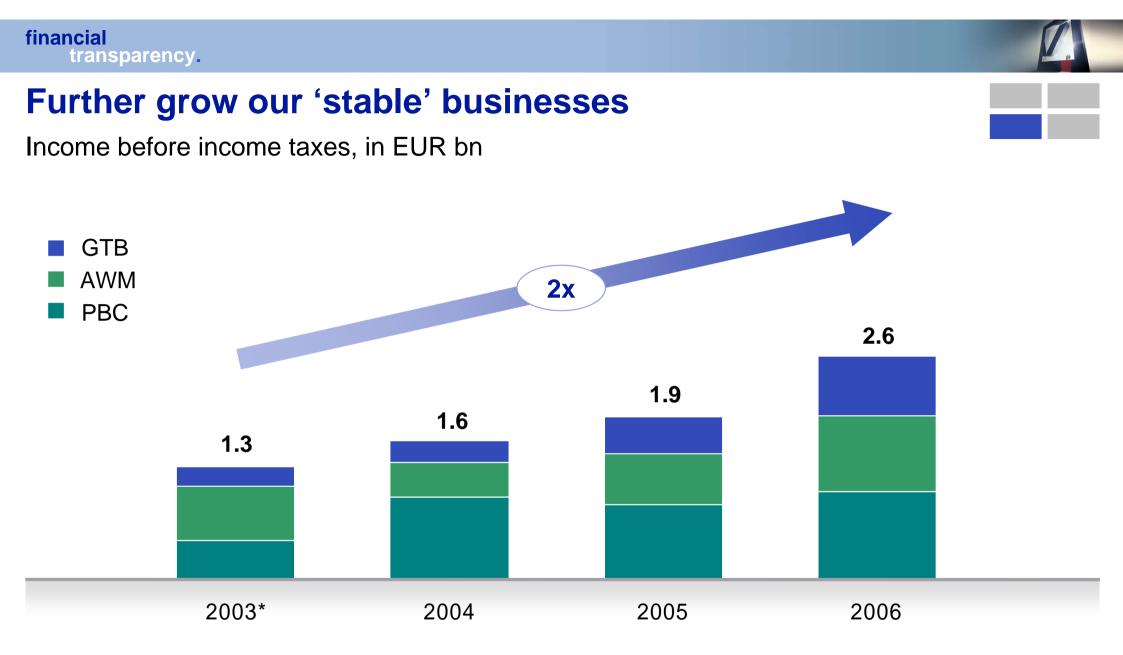


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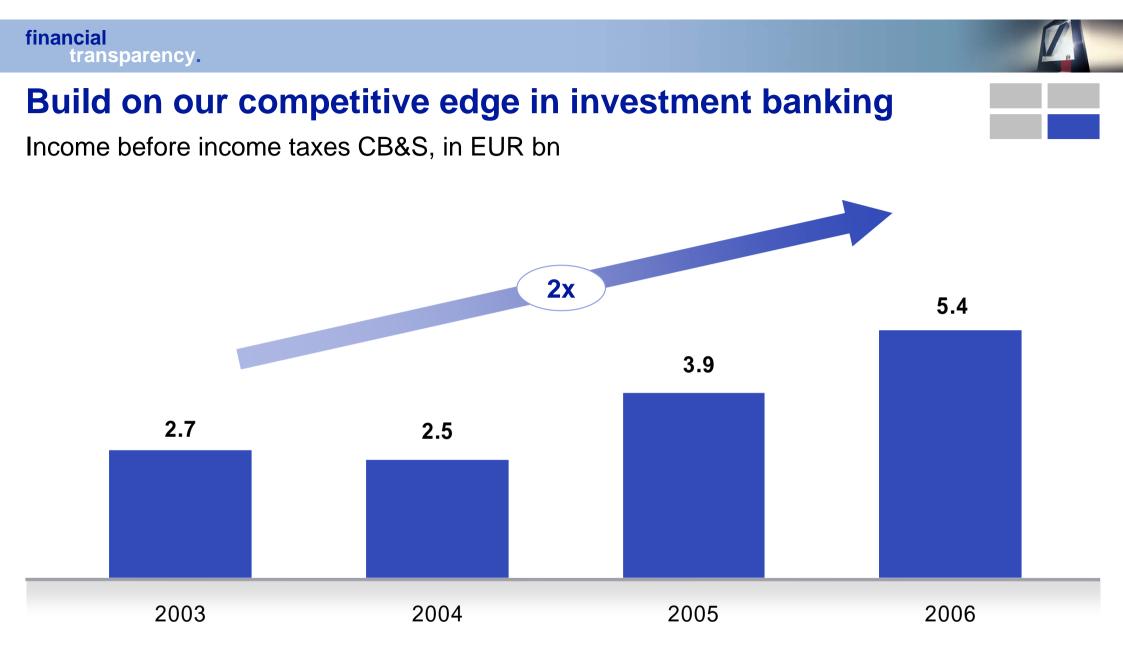
#### Continue to invest in organic growth and 'bolt-on' acquisitions

Acquisitions, partnerships and organic investments







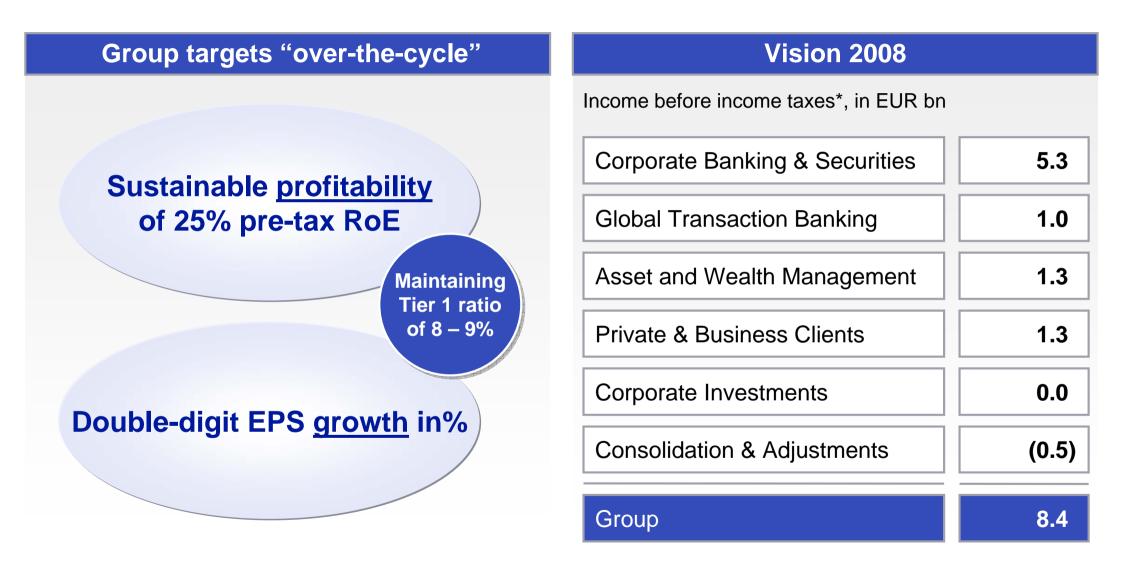


Note: 2003 results have not been adjusted to latest group structure. 2003-2005 numbers based on U.S. GAAP, 2006 based on IFRS Investor Relations 07/07 · 29





#### We are confident of delivering on our Group targets







#### **Cautionary statements**

Unless otherwise indicated, the financial information provided herein has been prepared under the International Financial Reporting Standards (IFRS). It may be subject to adjustments based on the preparation of the full set of financial statements for 2007. The segment information is based on IFRS 8: 'Operating Segments'. IFRS 8, whilst approved by the International Accounting Standards Board (IASB), has yet to be endorsed by the European Union.

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 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 27 March 2007 on pages 9 through 15 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 contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 1Q2007 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at <u>www.deutsche-bank.com/ir</u>.

