#### financial transparency.

# **Deutsche Bank**

# **Dr. Gurdon Wattles**

**Head of Investor Relations & Group Finance Communications** 

# Conference

Société Générale Premium Review Conference Paris, 3 December 2009





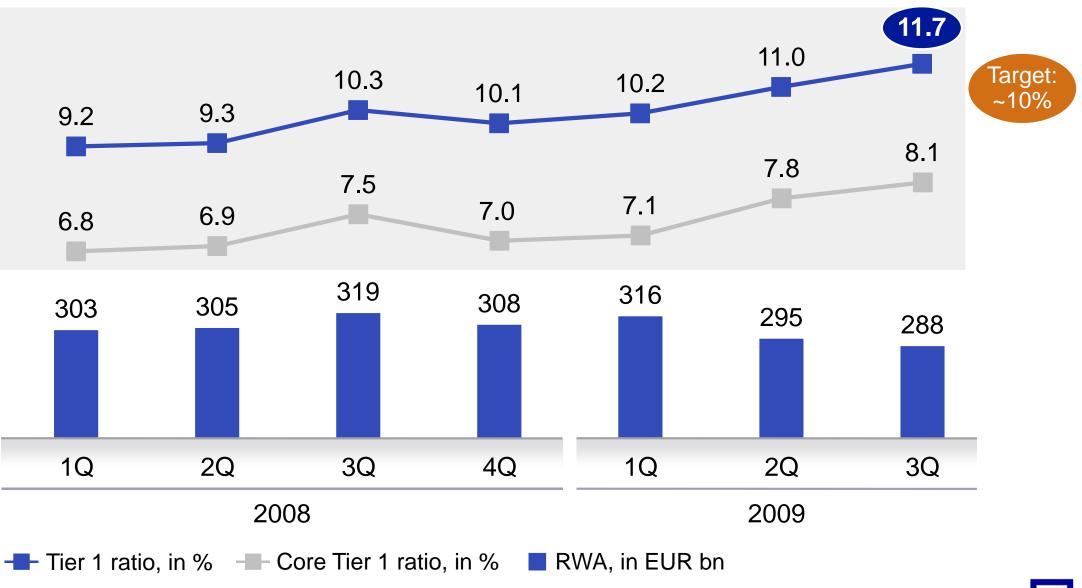
# Agenda

1	Well prepared for a changing landscape
2	Investment banking: Recalibrated for the post-crisis era
3	Non-investment banking businesses: Geared to upside
4	Acquisition of Sal. Oppenheim



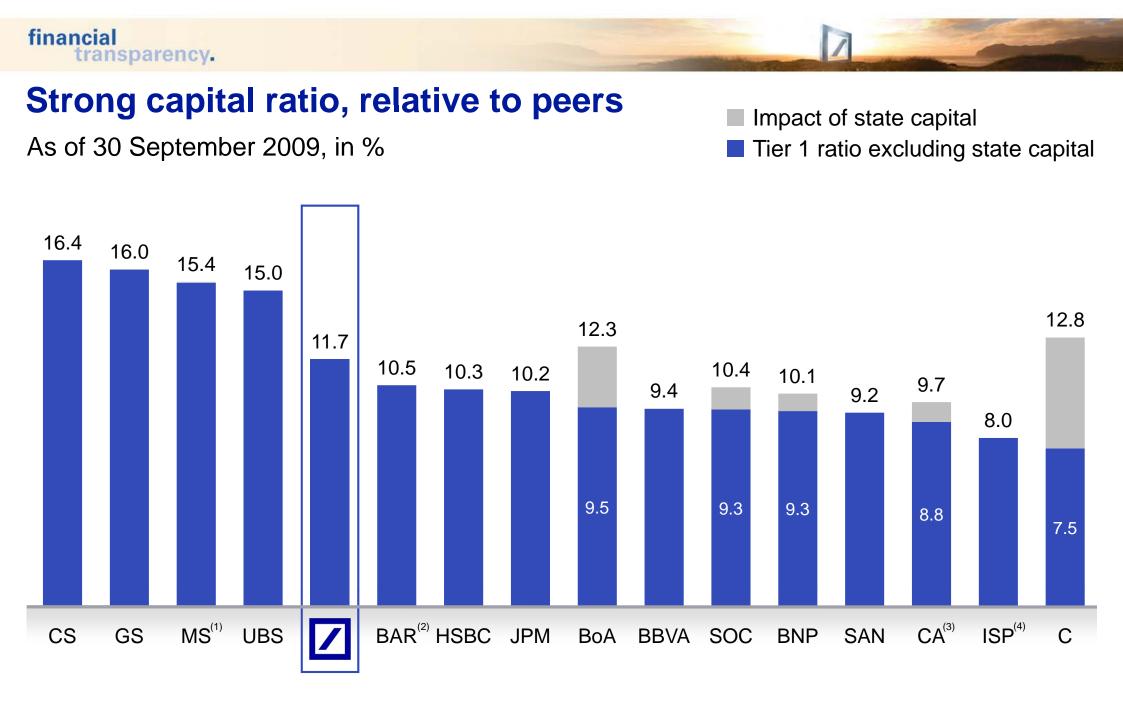


**Capital ratios have strengthened consistently** 



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Note: Core Tier 1 ratio = Tier 1 capital less hybrid Tier 1 capital divided by RWAs Investor Relations  $12/09 \cdot 3$ 



(1) Based on Basel I
 (2) As of 30 June 2009
 (3) Crédit Agricole S.A.
 (4) Intesa San Paolo Source: Company data, Bloomberg
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# **Capital demand and supply**

#### **Capital demand**

- Regulatory impact on RWAs
  - ~EUR 50 bn market risk (Basel II)
  - New Basel II rules will become effective by 1 Jan 2011
- Organic growth
- Dividend
- Rating migration

#### Acquisitions

#### **Capital supply**

- Retained earnings
- Asset reduction initiative
  - Continue to reduce legacy and Level 3 assets
- Other de-risking efforts / RWA optimization
- Central counterparty clearing

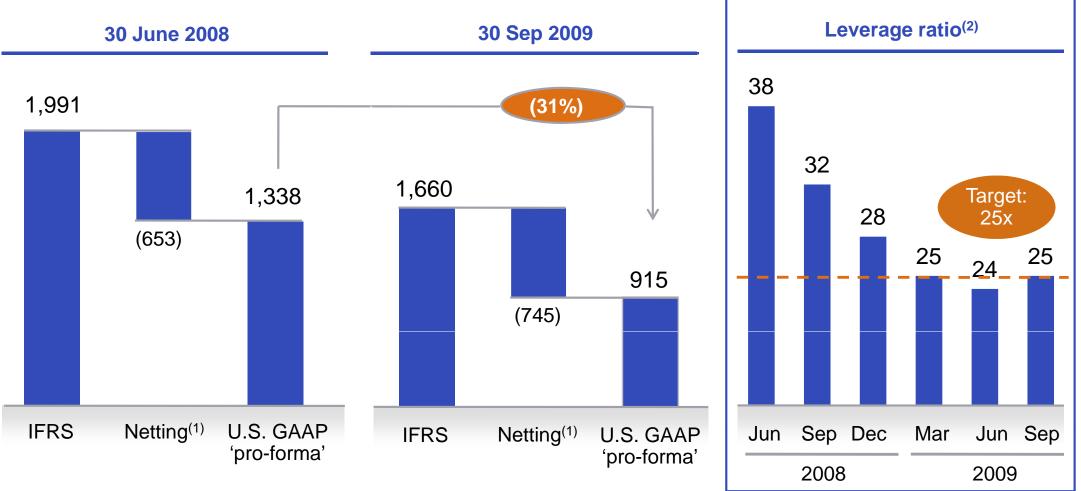
Potential capital issuance for acquisitions

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Tier 1 ratio target ≥ 10% by end Dec 2011 re-affirmed

# **Significant balance sheet reduction**

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 September 2009 incl. derivatives netting of EUR 617 bn, pending settlements netting of EUR 122 bn and repo netting of EUR 5 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

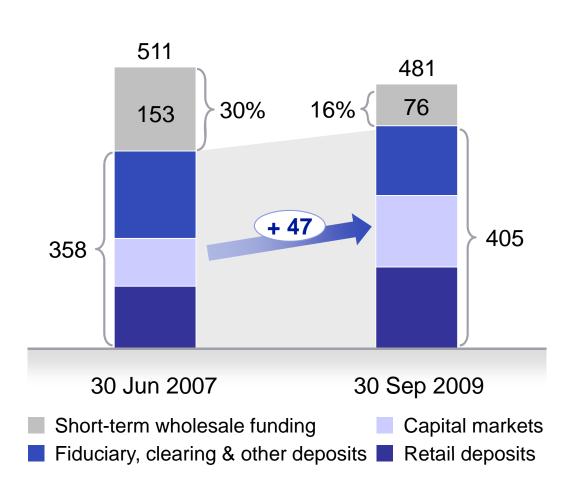
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# A solid, high-quality funding base

In EUR bn



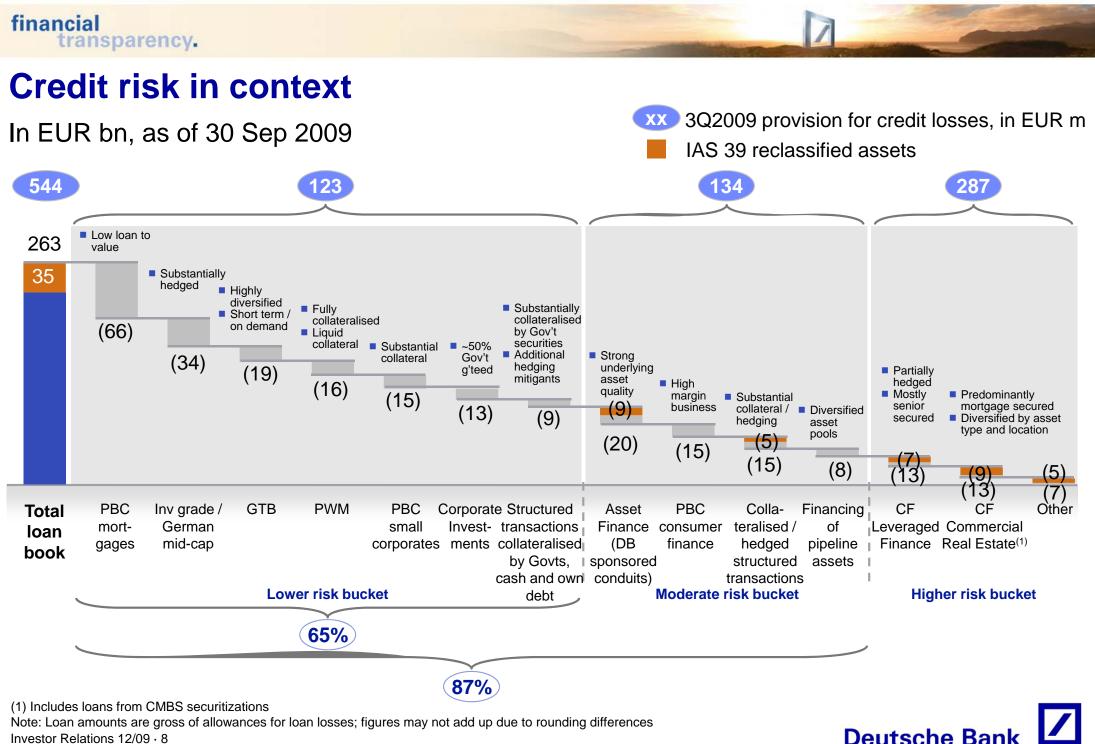
#### **Unsecured funding**

#### **Liquidity position**

- Cash and liquidity reserves exceed short-term wholesale funding of EUR 76 bn
- DB proactively reduced wholesale borrowing sharply early in the crisis and well ahead of any regulatory initiatives
- Our liquidity management is rated A by Moody's (best possible score)



Note: Figures may not add up due to rounding differences Investor Relations 12/09 · 7

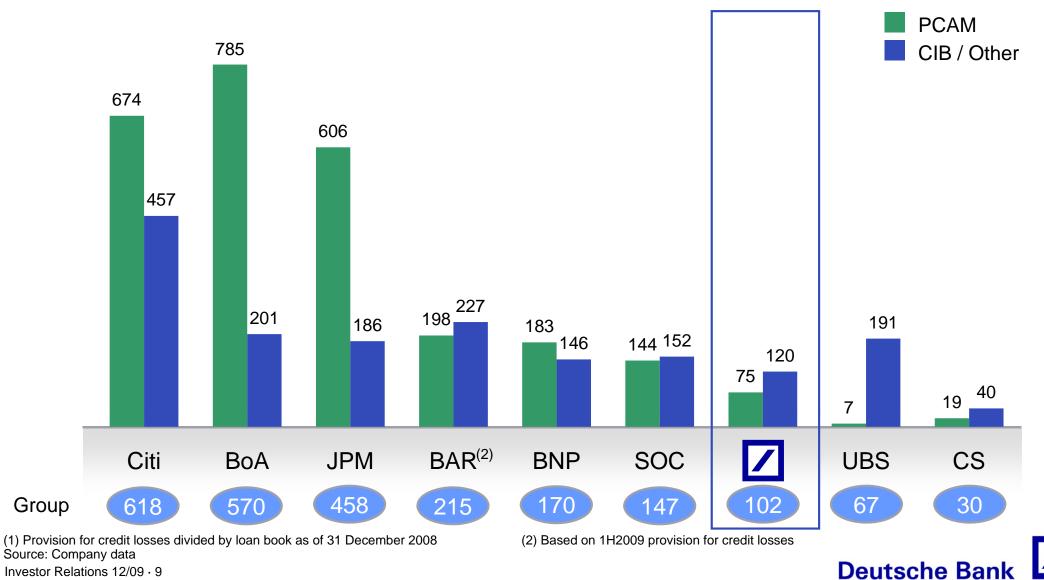


Note: Loan amounts are gross of allowances for loan losses; figures may not add up due to rounding differences Investor Relations 12/09 · 8



### Loan book is performing relatively well

Loan loss ratio<sup>(1)</sup>, 9M2009 annualised, in bps



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

	_	30 Sep 2008	30 Sep 2009
	Income before income taxes (YTD, in EUR bn)	0.5	4.4
Profitability	Net income (YTD, in EUR bn)	0.9	3.6
	Pre-tax RoE (YTD, target definition) <sup>(1)</sup>	(3)%	18%
	Tier 1 capital ratio	10.3%	11.7%
Capital strength	Core Tier 1 capital ratio	7.5%	8.1%
	Tier 1 capital (in EUR bn)	32.8	33.7
	Total assets (U.S. GAAP 'pro-forma', in EUR bn)	1,318	915
Leverage reduction	Leverage ratio (target definition) <sup>(2)</sup>	32x	25x

(1) Based on average active equity; pre-tax RoE reported and annualised per Jan-Sep 2008: 2%, per Jan-Sep 2009: 17%
(2) Total assets based on U.S. GAAP 'pro-forma' divided by total equity per target definition Investor Relations 12/09 · 10



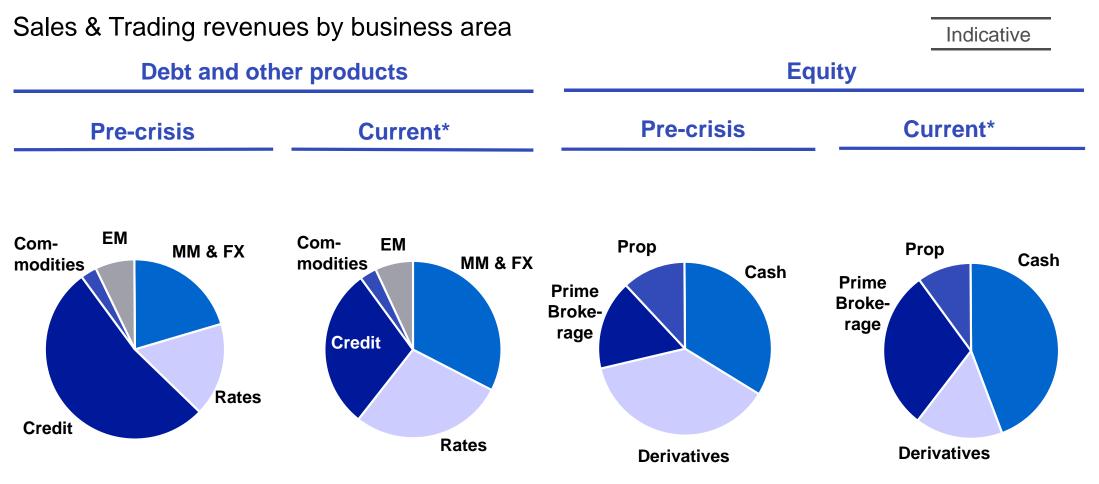
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# Successful recalibration of a diversified platform

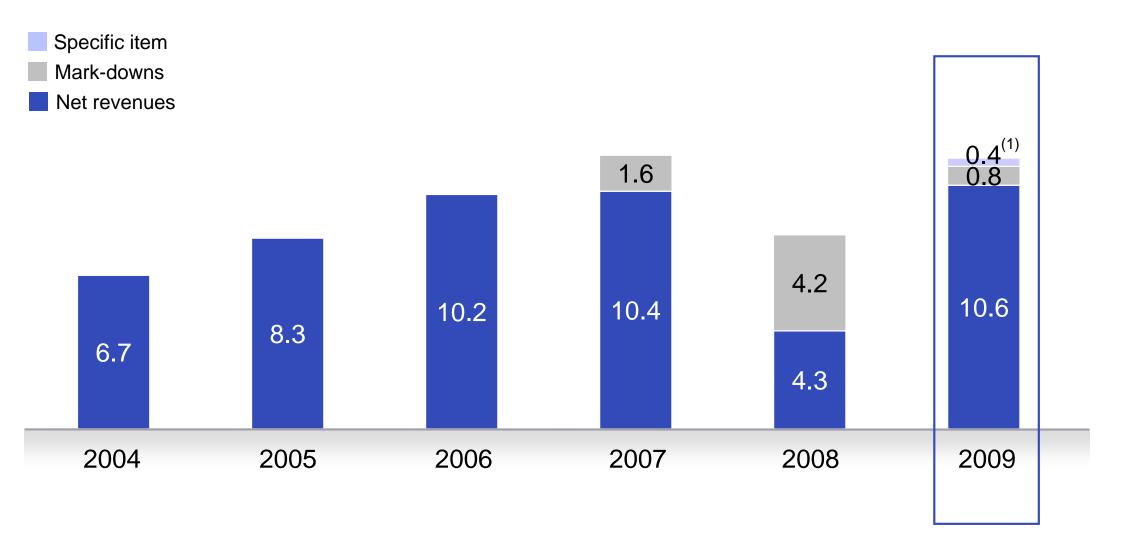






### Sales & Trading revenues close to all-time highs ...

January – September, in EUR bn

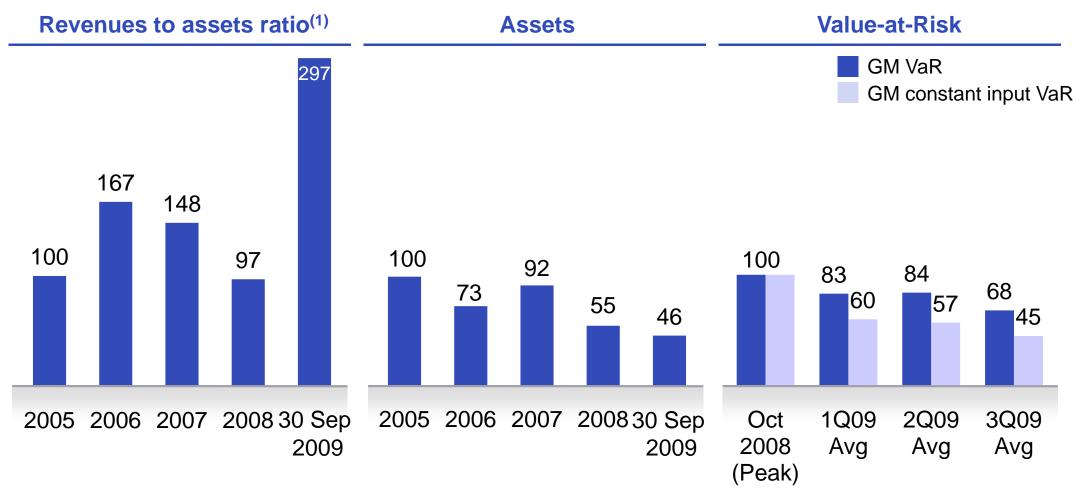


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(1) Includes charges related to Ocala Funding LLC of approx. EUR 350 m Note: 2004-2005 based on U.S. GAAP and on structure as of 2006, 2006 onwards based on IFRS and on latest structure Investor Relations 12/09 · 13

# ... but with improved asset efficiency and lower risk

Global Markets, indexed, 2005 / Oct 2008 = 100%



(1) Based on Sales & Trading revenues adjusted for previously communicated mark-downs (2007: EUR 1.6 bn, 2008: EUR 5.8 bn, Jan-Sep 2009: EUR 0.8 bn) and the counterbalancing effect from policyholder benefits & claims related to our investment in Abbey Life, divided by Global Markets assets; revenues annualised for Jan-Sep 2009 Note: 2005 revenues and 2005 / 2006 assets based on U.S. GAAP, revenues onwards based on IFRS, assets onwards based on U.S. GAAP 'pro-forma'; using unadjusted S&T revenues and IFRS assets, the indexed revenue to assets ratio would have been 90 for 2007, (3) for 2008 and 124 for 30 Sep 2009, and the indexed assets would have been 135 for 2007, 151 for 2008 and 108 for 30 Sep 2009 Investor Relations 12/09 · 14



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

Rank

1

1

2

3

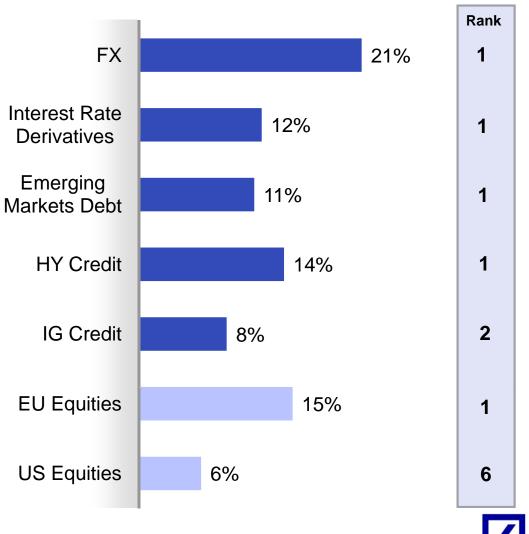
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3

10

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

Before crisis



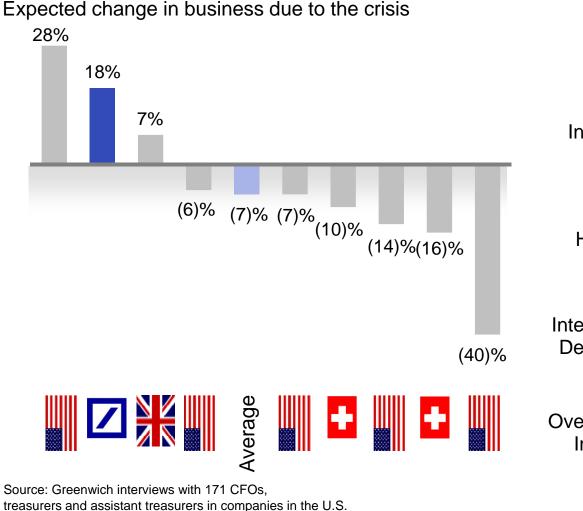
Current

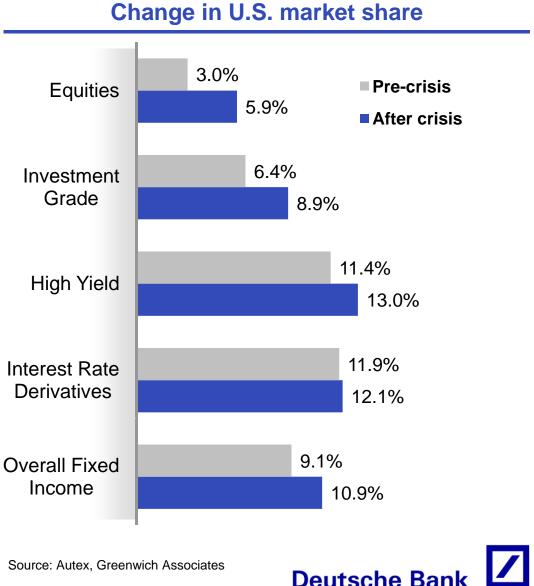
Source: Greenwich Associates, Euromoney, Autex \* U.S. Equities rank and market share is for 2006 Investor Relations  $12/09 \cdot 15$ 

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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 12/09 · 16

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### **GTB: Current environment impacts revenues ...**

#### **GTB**, **Income before income taxes**

#### **Key features**

#### Revenues

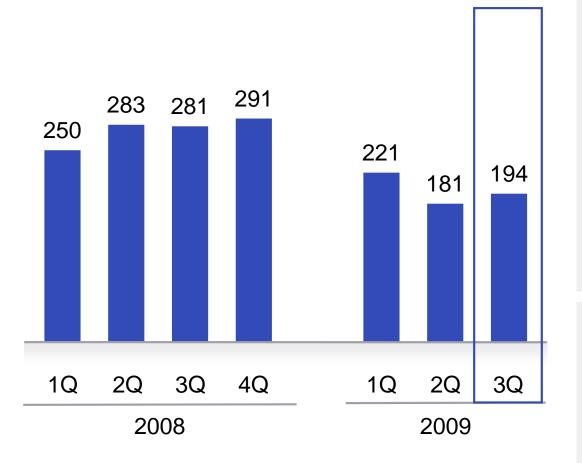
- Continued impact of weak corporate environment
- Negative effect from constant low interest rates across all products and regions
- Trade Finance: Continued strong top-line performance despite low trade volumes
- Cash Management: New business pipeline remains robust
- Trust & Securities Services: Positive momentum in issuer servicing
- Positive impact from risk-based funding

#### **Expenses**

- Continued investments in platform infrastructure
- Maintained tight cost discipline



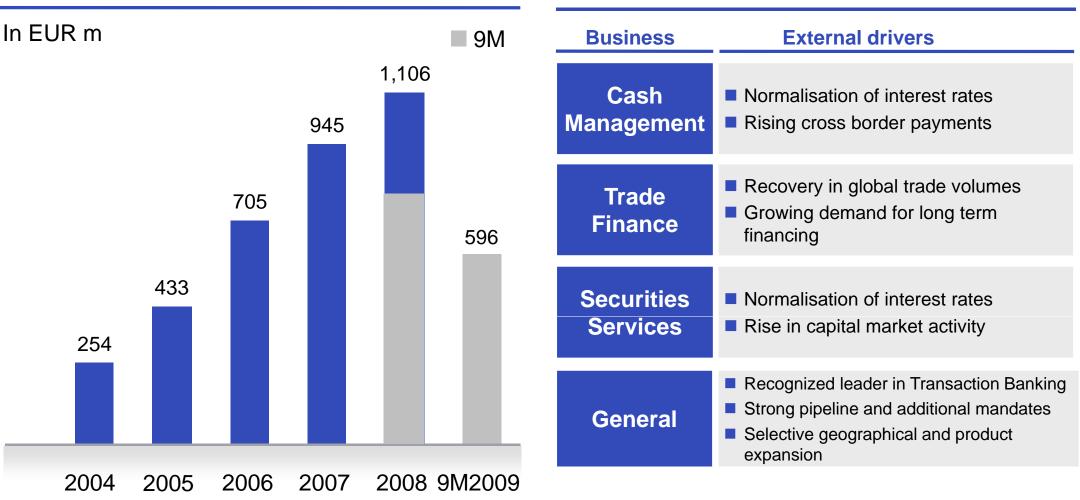




### ... but upside potential exists



taxes

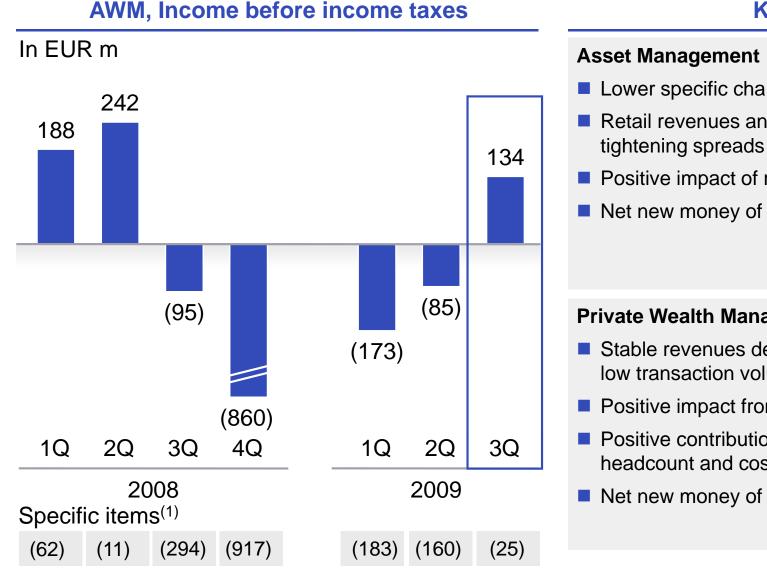




**Upside potential** 



# **AWM: Recovery in the third quarter**



#### **Key features**

- Lower specific charges
- Retail revenues and performance fees boosted by
- Positive impact of repositioning / rightsizing
- Net new money of EUR 5 bn

#### **Private Wealth Management**

Stable revenues despite ongoing margin pressure and low transaction volumes

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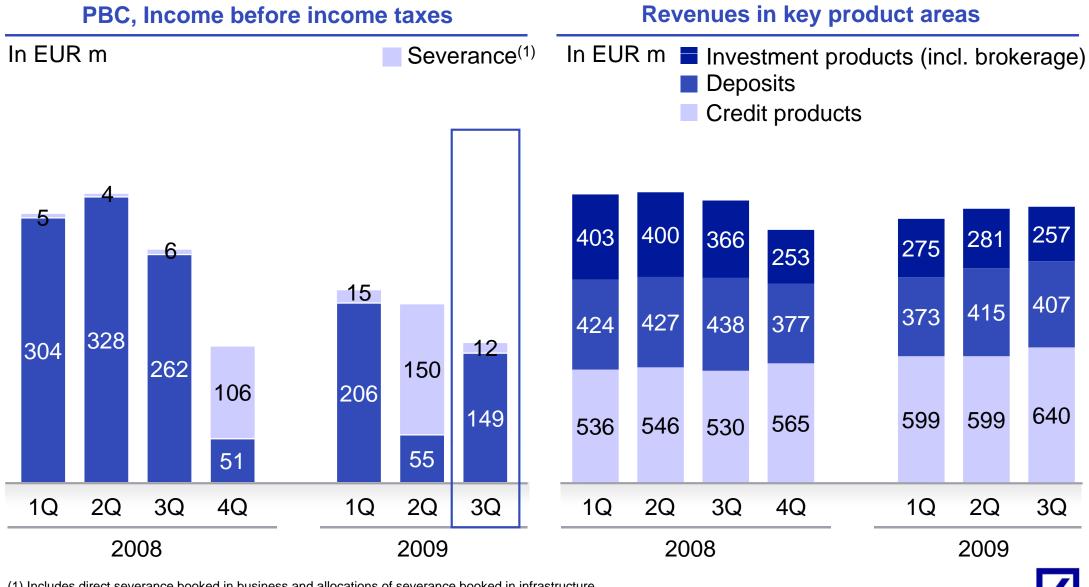
- Positive impact from risk-based funding
- Positive contribution from restructuring: Reduced headcount and costs
- Net new money of EUR 5 bn

(1) Reflects RREEF impairments, MM fund injections, impairments on intangible assets, ARP/S settlement and severance Investor Relations 12/09 · 20



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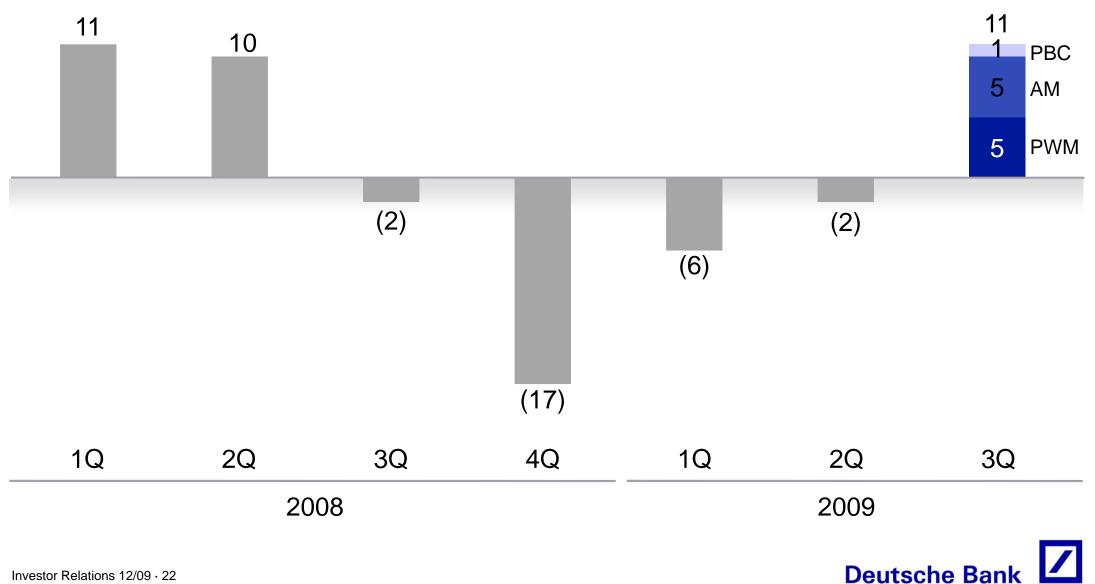
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(1) Includes direct severance booked in business and allocations of severance booked in infrastructure Investor Relations 12/09 · 21



# Net new money inflows in the third quarter 2009

In EUR bn



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# A strategically and financially attractive transaction

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Acquisition of 100% of Sal. Oppenheim S.C.A. for EUR 1.0 bn Includes Sal. Oppenheim S.C.A., BHF Asset Servicing GmbH (BAS) and Sal. Oppenheim Private Equity Partners S.A. (SOPEP) Transaction Additional payment for pass-through entities of EUR 0.3 bn Consideration may be paid in Deutsche Bank shares AuM of EUR 137 bn<sup>(1)</sup>, of which EUR 116 bn in Private Banking and Asset Management Undisputed leadership in German private wealth management Step forward in UHNWI client and family office segment Brand complementarity **Benefits** Synergy potential: - Costs - Revenues (cross-selling of Global Markets products) Earnings diversification outside investment banking Tier 1 Maximum 85 bps assuming payment in Deutsche Bank shares capital impact Will be reduced by IB carve-out and other asset sales



Price / AuM 1.0%



### A major step forward in private wealth management



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(1) Invested assets are defined as assets DB holds on behalf of customers for investment purposes and/or client assets that are managed by DB. DB manages invested assets on a discretionary or advisory basis, or these assets are deposited with DB

(2) Includes Dresdner Bank

(3) Includes Fortis

Source: Annual reports, McKinsey analysis

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### **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 <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 3Q2009 Financial Data Supplement, which is accompanying this presentation and available at <u>www.deutsche-bank.com/ir</u>.

