

# Agenda



- 1 Group results
- 2 Segment results
- 3 Key current issues

# Highlights



		4Q2010	4Q2009
	Income before income taxes (in EUR bn)	0.7	0.8
Profita-	Net income (in EUR bn)	0.6	1.3
bility	Pre-tax RoE (target definition)(1)	6%	5%
	Diluted EPS (in EUR)	0.63	1.82
		31 Dec 2010	30 Sep 2010
	Tier 1 capital ratio	12.3%	11.5%
Capital	Core Tier 1 capital ratio	8.7%	7.6%
	Tier 1 capital (in EUR bn)	42.6	31.8
Deleves	Total assets (IFRS, in EUR bn)	1,906	1,958
Balance sheet	Total assets (adjusted, in EUR bn)	1,211	1,044
	Leverage ratio (target definition) <sup>(2)</sup>	23	25

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

<sup>2)</sup> Total assets (adjusted) divided by total equity per target definition

## Postbank consolidation impact<sup>(1)</sup> In EUR m



4Q2010

## Profitability

Net revenues	414
Provision for credit losses	(56)
Compensation and benefits	(145)
General and administrative expenses	(175)
Total noninterest expenses	(320)
Minority interest	(7)
Income before income taxes, net of cost-to-achieve and other transaction components	30
Memo: Cost-to-achieve and other transaction components	(48)

4Q impacts on 31 Dec 2010

### Capital / Balance sheet

Total assets (IFRS), in EUR bn	<b>201</b> <sup>(2)</sup>
Retail deposits, in EUR bn	111
RWA, in EUR bn	<b>60</b> <sup>(3)</sup>
Impact on Tier 1 capital ratio, in bps	(265)
Impact on core Tier 1 capital ratio, in bps	(245)

#### Headcount

FTE 20,361

<sup>(1)</sup> Consolidated since 3 December 2010 in PBC; consolidation impact includes Postbank results as well as cost-to-achieve and other transaction components on Group level

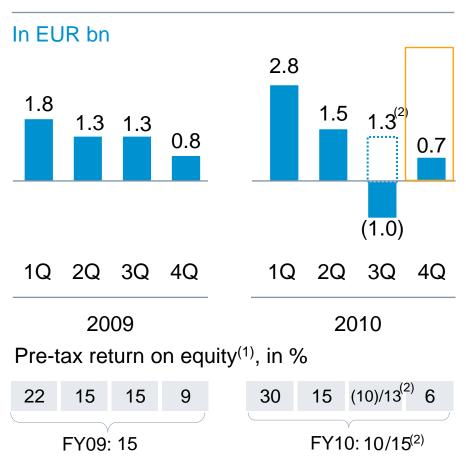
<sup>(2)</sup> Net effect, consists of EUR 210 bn new Postbank assets, partially offset by consolidation effects

Postbank net effect consists of EUR 66.9 bn new Postbank RWA and a decrease of EUR 6.4 bn in relation to the existing Postbank investment eliminated on consolidation

## **Profitability**



#### Income before income taxes



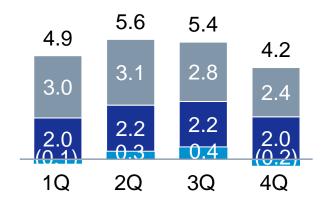
### Net income



- (1) Annualised, based on average active equity
- (2) Excluding Postbank effect of EUR (2.3) bn in 3Q2010

# Noninterest expenses In EUR bn

- Compensation and benefits
- General and administrative expenses
- Other non-comp expenses(1)





2009

Note: Figures may not add up due to rounding differences

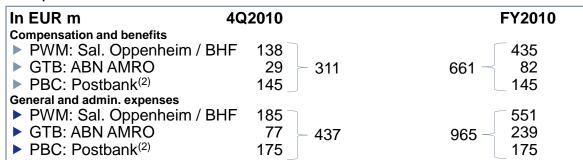
(1) Incl. policyholder benefits and claims, impairment of goodwill and intangible assets where applicable

40

(2) December 2010 only

(3) Excluding Postbank effect of EUR (2.3) bn in 3Q2010

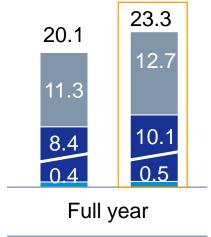
#### Acquisition-related cost:





42

60/41<sup>(3)</sup>





40

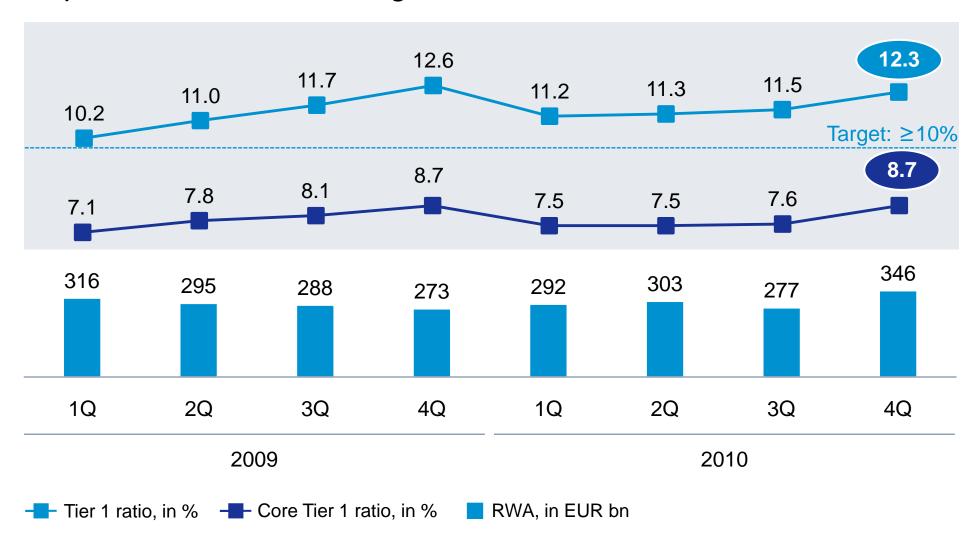


44/41(3)

41

## Capital ratios and risk-weighted assets





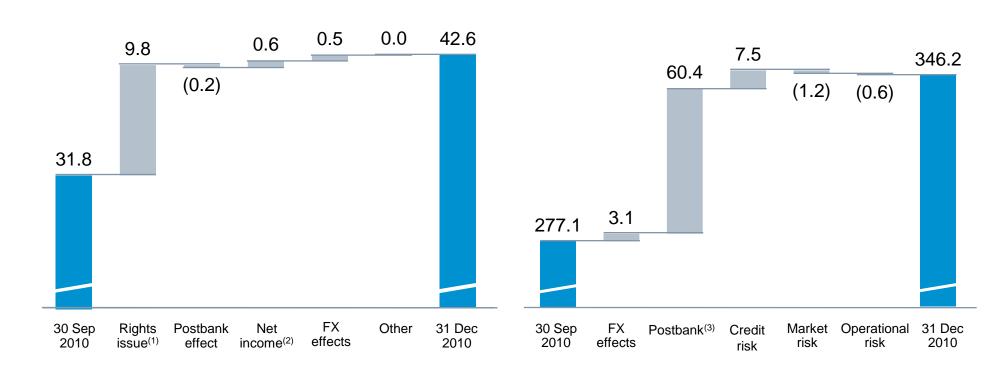
Note: Tier 1 ratio = Tier 1 capital / RWA; core Tier 1 ratio = (Tier 1 capital - hybrid Tier 1 capital) / RWA

# Tier 1 capital and RWA development In EUR bn





#### **RWA**



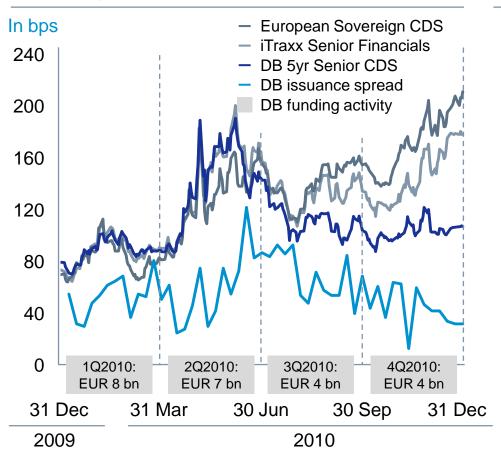
Note: Figures may not add up due to rounding differences

- (1) EUR 9.8 bn equals gross issue proceeds of EUR 10.2 bn less fees and dividend accrual for new shares
- (2) Includes Postbank net income effect of EUR 0.1 bn
- (3) Postbank net effect consists of EUR 66.9 bn new Postbank RWA and a decrease of EUR 6.4 bn in relation to the existing Postbank investment eliminated on consolidation



# Deutsche Bank's funding costs are a source of competitive advantage

## Funding cost development



#### Observations

- Challenging market conditions due to economic concerns, regulatory developments and Eurozone difficulties
- DB CDS and funding spreads remained relatively stable and market access unaffected throughout 2010
- EUR 23 bn issued in 2010 at an average spread of L+66; 42% sold via retail networks
- Modest 2011 Funding Plan of EUR 26 bn (EUR 22 bn debt issuance, EUR 4 bn term retail deposits), flexibility to adjust split depending on market conditions; 25% completed YTD

Source: Bloomberg

# Agenda



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2 Segment results

3 Key current issues

## Segment overview Income before income taxes, in EUR m

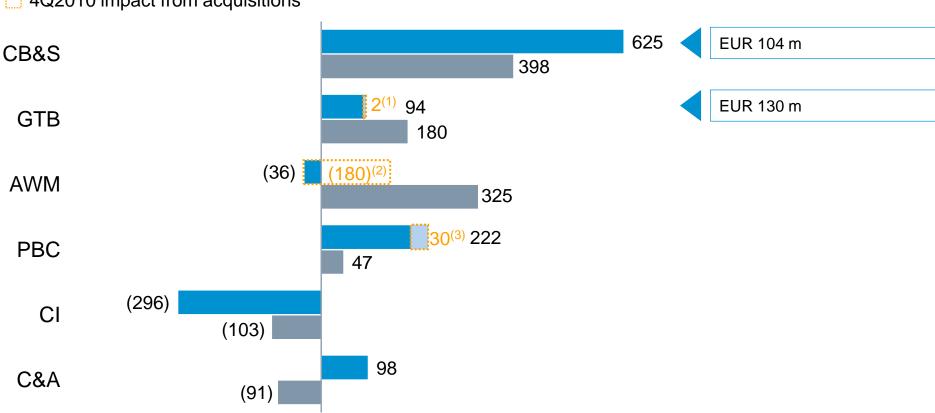




4Q2009

4Q2010 impact from acquisitions

4Q2010 significant severance related to efficiency measures<sup>(4)</sup>

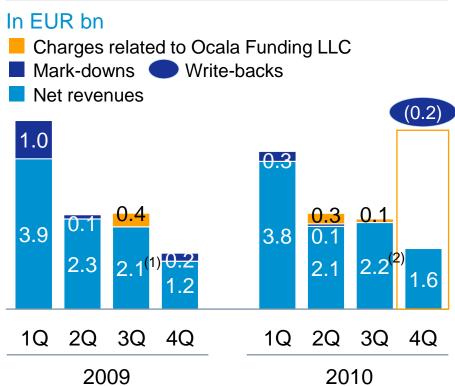


- ABN AMRO Netherlands impact (1)
- (2) PWM: Sal. Oppenheim / BHF impact
- (3) Postbank net contribution in PBC (December 2010 only) after deduction of cost-to-achieve and other transaction related components
- Mainly related to complexity reduction program and CIB integration; direct severance booked in business and allocations of severance booked in infrastructure

## Sales & Trading debt and other products



### Net revenues



Note: Prior periods have been adjusted due to a transfer between loan products and S&T (debt and other products) and due to a transfer between S&T (debt) and S&T (equity); EEMEA = Eastern Europe, Middle East and Africa

- Includes net effect of losses related to write-downs on specific risks in our structured credit business of approx. EUR (300) m, offset by net mark-ups of EUR 263 m (mainly monolines)
- (2) 3Q2010 mark-downs of EUR (43) m have been adjusted to write-backs of EUR 32 m due to a methodology change

### Key features

#### Overall

- Solid fourth quarter despite difficult market environment
- Lower credit and rates revenues q-o-q due to subdued customer activity partially offset by good results in FX, commodities, RMBS

#### FX / Money Markets / Rates

- Good FX performance with higher volumes q-o-q and y-o-y
- Uncertain market environment led to lower flow activity and lower demand for client solutions q-o-q and y-o-y in Rates

#### **Credit**

 Lower revenues due to significantly lower client activity as a result of sovereign risk concerns

#### **Emerging Markets**

 Good performance across most geographies although revenues were down q-o-q due to lower client activity in an uncertain macro environment

#### **Commodities**

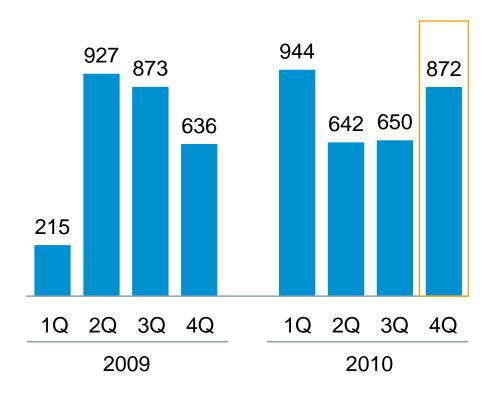
 Strong performance q-o-q and y-o-y due to higher volatility and good results in base and precious metals

## Sales & Trading equity



#### Net revenues

#### In EUR m



Note: Prior periods have been adjusted due to a transfer between loan products and S&T (equity)

## Key features

#### Overall

 Good performance from all business areas q-o-q and y-o-y reflecting successful recalibration of the platform

#### **Cash Equities**

- Significantly higher revenues q-o-q and y-o-y reflecting increased client activity and higher commissions, especially in Asia
- Driven by improved primary issuance environment and DB's role in a number of major IPOs, illustrating better coordination across primary and secondary business as a result of integration

#### **Equity Derivatives**

- A record fourth quarter reflecting increased sales of index products and structured derivatives, especially in Europe
- Good performance also reflects successful recalibration of the business after the crisis

#### **Prime Brokerage**

 Stable revenues q-o-q but higher y-o-y reflecting solid performance and increased balances in an more competitive environment

financial transparency.

## **Origination & Advisory**



#### Net revenues



Note: Rankings refer to Dealogic (fee pool) and refer to December 2010 YTD unless otherwise stated; figures may not add up due to rounding differences; EMEA = Europe Middle East and Africa

## Key features

#### Overall

- Strong fourth quarter performance
- Achieved target to become Top 5 during 2010 and gained the most market share of any leading global IB
- Top 5 in all products, with notable improvements in ECM and M&A and better co-ordination across the investment bank

#### **Advisory**

- Highest quarterly revenues since 3Q2008
- No. 5 globally by fees best rank ever
- No. 1 in EMEA and market share in U.S. more than doubled
- Well positioned to take advantage of increased cross-border and Emerging Markets activity

#### **Equity Origination**

- Highest quarterly revenues since 2Q2007
- No. 5 globally, improvement from No.9 in 2009
- No. 1 in EMEA and No. 5 in U.S.
- DB book ran the three largest IPOs in 2010 (AIA, ABC, GM)

#### **Investment Grade**

- No. 3 in global investment grade corporate debt
- No. 3 in all international bonds

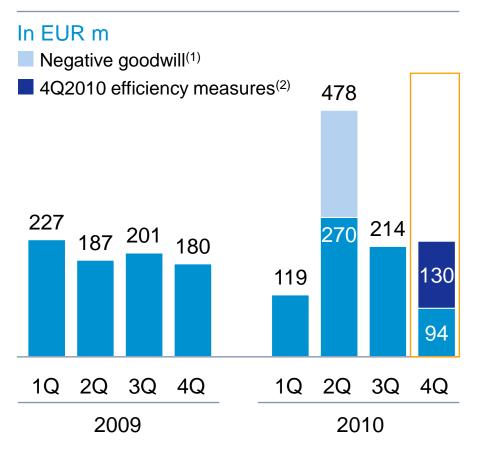
#### **High Yield / Leveraged Loans**

No. 4 globally, No. 2 in EMEA

## **Global Transaction Banking**



### Income before income taxes



### Key features

In EUR m	4Q10	3Q10	4Q09	FY10	FY09
Revenues	881	852	630	3,439	2,609
Provisions <sup>(3)</sup>	(68)	(44)	(12)	(140)	(27)
Noninterest exp.	(719)	(594)	(438)	(2,394)	(1,788)
IBIT	94	214	180	905	795
CIR, in%	82	70	70	70	69
RoE, in %	22	53	63	58	68

- All businesses generated strong revenues in 4Q2010 including the best ever quarter in Trust & Securities Services
- Record FY revenues (even excluding the positive impact of the ABN AMRO acquisition)
- 4Q2010 efficiency measures include significant severance related to complexity reduction and integration initiatives
- Awarded 'Cash Management House of the Year' by The Banker magazine

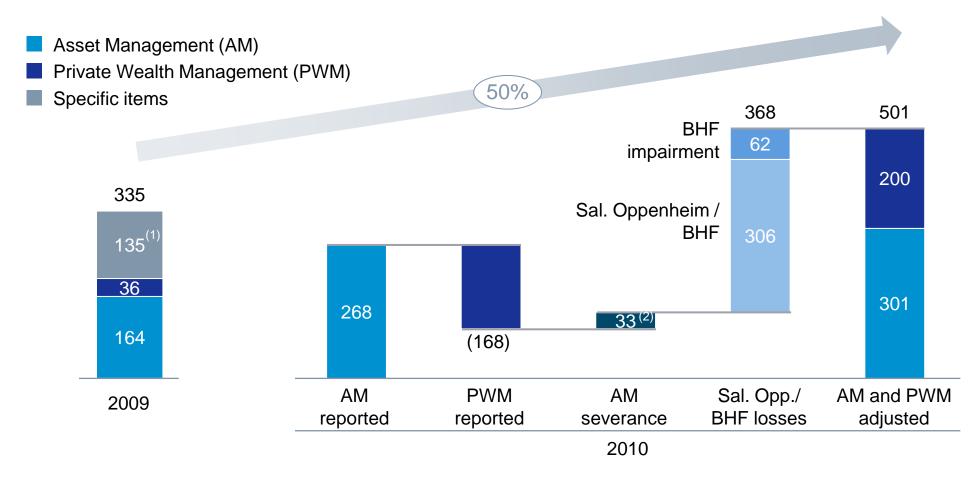
<sup>(1)</sup> EUR 208 m gain representing negative goodwill (provisional at that time) from the commercial banking activities acquired form ABN AMRO in the Netherlands

<sup>(2)</sup> Related to complexity reduction program and CIB integration; severance booked directly in GTB and allocations of severance from infrastructure

<sup>)</sup> Provision for credit losses

# AWM: Influenced by investments Income before income taxes, in EUR m





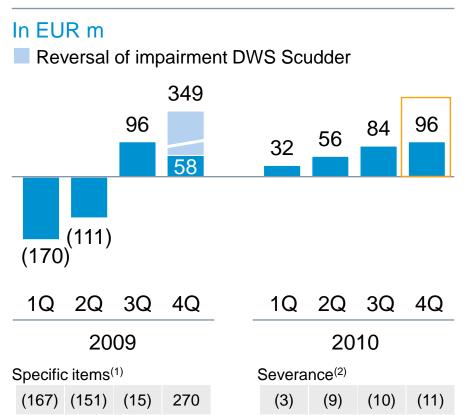
<sup>(1)</sup> Specific items for PWM in 2009 of EUR (72) m reflect ARP/S settlement, severance and Sal. Oppenheim acquisition related costs; specific items for AM in 2009 of EUR (63) m reflect significant RREEF impairments, seed coinvest impairments, money market fund injections, impairments / reversal of impairments in intangible assets, severance and Sal. Oppenheim acquisition related costs, for details please refer to page s 17 and 18

<sup>(2)</sup> Includes direct severance booked in business and allocations of severance booked in infrastructure

## **Asset Management**



### Income before income taxes



- (1) Reflects significant RREEF impairments, seed coinvest impairments, money market fund injections, impairments / reversal of impairment of intangible assets, severance and Sal. Opp. acquisition related costs
- (2) Includes direct severance booked in business and allocations of severance booked in infrastructure
- (3) Provision for credit losses

(4) In EUR bn

## Key features

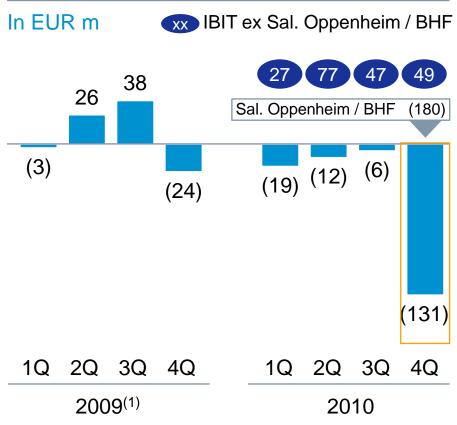
In EUR m	4Q10	3Q10	4Q09	FY10	FY09
Revenues	459	438	429	1,706	1,321
Provisions <sup>(3)</sup>	(1)	0	0	(1)	(0)
Noninterest exp.	(362)	(354)	(82)	(1,439)	(1,164)
IBIT	96	84	349	268	164
Invested assets <sup>(4)</sup>	550	532	496	550	496
Net new money <sup>(4)</sup>	4	2	9	(1)	9

- Continued strong earnings trend as markets maintain positive momentum
- Higher performance fees vs. 3Q2010 in RREEF and Hedge Funds
- Net new money inflows of EUR 4 bn mainly in cash, continuing the positive trend from 3Q2010

## Private Wealth Management



### Income before income taxes



- (1) 2009 reflects specific items of EUR (16) m in 1Q2009, EUR (9) m in 2Q2009, EUR (9) m in 3Q2009 and EUR (38) m in 4Q2009; these items reflect ARP/S settlement, severance and Sal. Oppenheim acquisition related costs
- (2) Provision for credit losses
- (3) In EUR bn

## Key features

In EUR m	4Q10	3Q10	4Q09	FY10	FY09
Revenues	565	576	354	2,201	1,364
Provisions <sup>(2)</sup>	(16)	(19)	(3)	(43)	(16)
Noninterest exp.	(680)	(566)	(374)	(2,326)	(1,311)
IBIT	(131)	(6)	(24)	(168)	36
Memo: IBIT ex Sal. Oppenheim / BHF	49	47	(24)	200	36
Invested assets <sup>(3)</sup>	323	313	190	323	190
Net new money <sup>(3)</sup>	(0)	(3)	3	(1)	7

#### PWM ex Sal. Oppenheim / BHF:

- Higher revenues across all businesses for 4Q2010
- EUR 208 bn invested assets exceed pre-crisis level
- Net new money of EUR 1 bn for FY2010

#### Sal. Oppenheim / BHF:

 Negative IBIT in 2010 was mainly driven by operating losses, wind down activities of non-core business and alignment expenses, as well as valuation effects due to interest and FX development and impairment due to classification as held-for-sale

### **Private & Business Clients**



### Income before income taxes

#### In EUR m Severance<sup>(1)</sup> Net Postbank contribution<sup>(2)</sup> PBC reported 25 245 233 206 189 92 55 1Q 2Q 3Q 4Q 1Q 3Q 4Q 2009 2010

- Includes direct severance booked in business and allocations of severance booked in infrastructure
- (2) Consolidated since 3 December 2010; net contribution after deduction of cost-to-achieve and other transaction related components
- (3) Provision for credit losses

## Key features

In EUR m	4Q10	3Q10	4Q09	FY10	FY09
Revenues	1,824	1,455	1,391	6,136	5,576
Provisions <sup>(3)</sup>	(240)	(165)	(198)	(746)	(790)
Noninterest exp.	(1,354)	(1,045)	(1,146)	(4,493)	(4,328)
IBIT	222	245	47	890	458
CIR, in%	74	72	82	73	78
RoE, in %	18	30	5	23	13

#### PBC (ex Postbank consolidation impact):

financial transparency.

- Strong revenue momentum in Deposits and Investment Products
- Net new money inflows of EUR 4 bn mainly driven by new deposit campaign
- Provision for credit losses significantly below prior year reflecting disciplined execution of portfolio measures, strengthened collections and improved economic environment
- 4Q2010 cost base significantly below prior year, even after adjustment of severances which affected 4Q2009

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## Compensation update



### **New regulations**

- German Institutsvergütungsverordnung (InstVV) came into effect on 12 October 2010, replacing guidelines from 2009
- Regulation is based on CRD 3 and CEBS guidelines
- Stricter rules compared to overseas regulatory activities

# Alignment of compensation structures

- As with previous rules, existing compensation structures have been aligned to comply with the new regulations, where necessary
- Sound review process to identify regulated staff ('risk takers')
- For regulated staff, we apply the required deferral percentages (starting at 40% minimum, going up to 75% and above), introduced additional retention period for deferred awards and 50% of upfront component and new claw-back features based on divisional pre-tax profit
- For non-regulated staff, the deferred compensation structures have remained broadly the same but entry threshold has been set at EUR 75 k

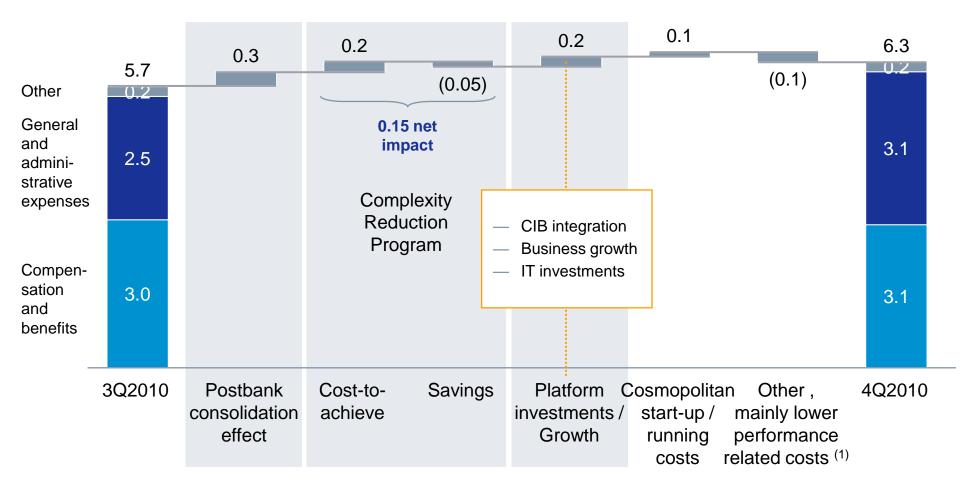
financial transparency.

# February 2011 awards

- Total deferrals in Feb 2011 at EUR 2.1 bn, vesting over 3 years, vs. 2.1 bn in Feb 2010
- Deferred equity / cash split has been changed to 50/50 (was 75/25 in 2010)

# Cost development 4Q2010 vs. 3Q2010 Total non-interest expenses, in EUR bn





Note: Figures may not add up due to rounding differences

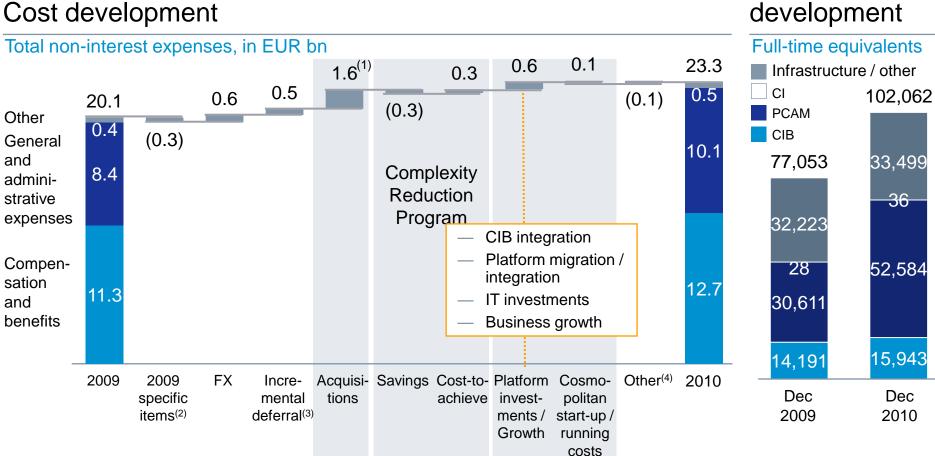
(1) Impairments of goodwill and intangibles, policyholder's benefits claims, remaining cost items

## Cost and staff development 2010 vs. 2009



Staff

## Cost development



Figures may not add up due to rounding differences Note:

(1) Thereof parts of ABN AMRO EUR 0.3 bn, Sal. Oppenheim / BHF EUR 1.0 bn, Postbank EUR 0.3 bn.

(2) Net impact of UK bank pay roll tax, litigation settlement with Huntsman, repurchase of investment products, DWS Scudder intangibles write-back

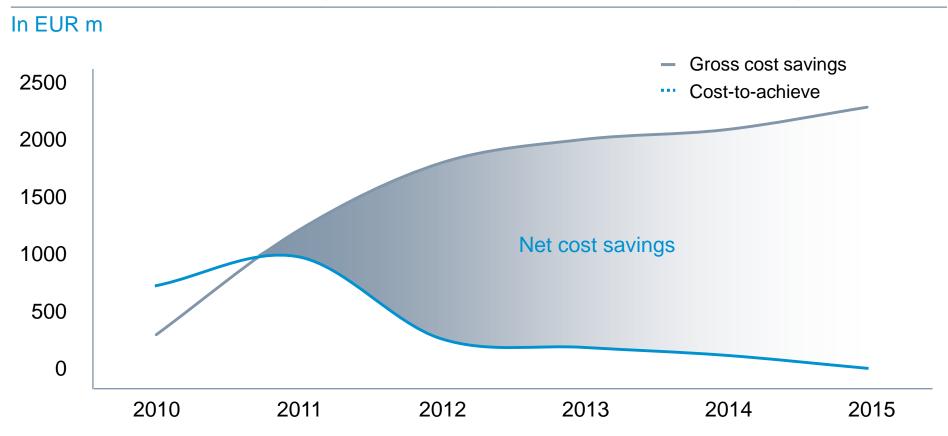
(3) Incremental amortization of deferred compensation

(4) Impairments of goodwill and intangibles, policyholders benefits claims, remaining cost items.

## Cost efficiency measures



## Complexity Reduction Program, CIB integration and Postbank integration



# /

# Postbank: Capital consumption almost in line with estimate In EUR bn

## Capital consumption items

In EUR bn	As of Change of Control (22% take-up)	As per IR Roadshow (outside-in, 21% take-up)
Tier I consumption from PB's RWAs <sup>(1)</sup>	(6.9)	(7.1)
Regulatory goodwill & intangible assets (2)	(2.7)	(1.9)
Tier I capital deduction items	(0.3)	(1.3)
Capital effect from Put/Call revaluation	(0.4)	(0.2)
Minority interest	0.2	0.4
PB hybrid capital	1.6	1.6
Transaction related P&L effects <sup>(3)</sup>	(1.8)	(1.8)
Existing Tier I capital consumption <sup>(4)</sup>	2.4	2.4
Incremental Tier I capital consumption from consolidation	(7.8)	(7.7)

### Background

- Goodwill increased due to higher net FVAs primarily from market movements, insight into Postbank and methodological differences
- Lower Tier I capital deductions after application of credit related FVAs to Postbank expected loss shortfall. Further benefit from FVAs taken against securitization deductions
- Minority interest and Put/Call effect are reduced since higher net FVAs result in lower Postbank tangible equity (post PPA)

Note: Figures may not add up due to rounding differences

- (1) At 10% target Tier I ratio. Based on Postbank RWA as of change of control; EUR 6.7 bn capital consumption based on December Postbank RWA
- (2) Accounting goodwill is EUR 0.9 bn higher due to DTL on IAs and non-banking goodwill
- (3) Consists of cumulated equity pick-ups until consolidation and revaluation charge recognized in 3Q2010
- (4) Pre consolidation as per IR Roadshow in September 2010 (includes RWA and capital deductions eliminated as a result of consolidation)

# Mortgage Related Activities In USD billions

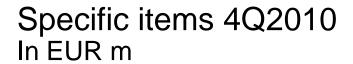


Mortgage Related Product	Whole Loan Sales	Securitization			
Role	DB sells mortgages originated by a 3 <sup>rd</sup> party or DB affiliate (e.g. mortgage loans originated by MortgageIT)	DB deposits mortgages originated by a 3 <sup>rd</sup> party or DB affiliate (e.g. MortgageIT) into a trust which issues certificates to investors			
Amounts Sold or Securitized 2005 - 2008	61.0	79.0			
Current Outstanding Mortgage Repurchase Demands (Based on original principal balance)	0.588				
Current reserv	es are adequate				
Historical Mortgage Repurchase Demands Settled (Based on original principal balance)	1.8				
Historical Mortgage Repurchase Demands Settled & Releases for Potential Claims (Based on original principal balance)	21.9				

## **Key Points**

- DB or its affiliates
  have also acted as an
  underwriter of
  USD 110 bn of U.S.
  RMBS for third-party
  originators
- RMBS litigations are in early stages and those actions continue to be defended vigorously
- DB does not have a servicing arm







			_		Noninteres	t expenses		
	Business	Revenues	LLPs	Comp & benefits	Gen. & admin exp.	Other non- interest exp.	Total	Total
				4Q	2010			
Severance	Group	-	-	(354)	-	-	(354)	(354)
Credit crisis related mark-ups	CB&S	204	-	-	-	-	-	204
FV gains / (losses) on own debt	GM / C&A	22	-	-	-	-	-	22
Memo: Consolidation impacts								
Postbank (net contribution) <sup>(1)</sup>	PBC	414	(56)	(145)	(175)	-	(320)	30
Sal. Oppenheim / BHF	PWM	155	(12)	(138)	(185)	-	(323)	(180)
ABN AMRO (incl. negative goodwill of EUR 8 m)	GTB	143	(36)	(29)	(77)	-	(106)	2
Total consolidation impacts		712	(104)	(311)	(437)	-	(748)	(148)

Note: IBIT of consolidation impacts includes noncontrolling interest

(1) After deduction of cost-to-achieve and other transaction related components

# Specific items FY2010 In EUR m



					Noninteres	Noninterest expenses		
	Business	Revenues	LLPs	Comp & benefits	Gen. & admin exp.	Other non- interest exp.	Total	Total
				F	Y10			
Postbank related charge	CI	(2,338)	-	-	-	-	-	(2,338)
Severance	Group	-	-	(588)	-	-	(588)	(588)
Ocala	GM	(358)	-	-	-	-	-	(358)
Cosmopolitan impairment (2Q)	CI	(124)	-	-	-	-	-	(124)
Credit crisis related mark-downs	GM / CF	(61)	-	-	-	-	EUR 0.5 bn <sup>(2)</sup>	(61)
FV gains / (losses) on own debt	GM / C&A	51	-	-	-	-	-	51
Memo: Consolidation impacts								
Postbank (net contribution) <sup>(1)</sup>	PBC	414	(56)	(145)	(175)	-	(320)	30
Sal. Oppenheim / BHF	PWM	646	(29)	(435)	(551)	-	(986)	(368)
ABN AMRO (incl. negative goodwill of EUR 216 m)	GTB	619	(101)	(82)	(239)	-	(321)	198
Total consolidation impacts		1,678	(185)	(661)	(965)	-	(1,626)	(140)

Note: IBIT of consolidation impacts includes noncontrolling interest

(1) After deduction of cost-to-achieve and other transaction related components

(2) As per page 3 in CEO presentation

# Complexity reduction Program: Key levers In EUR bn, initiatives decided, 2011 exit rate



Lever	Impact	Sub-initiative lever & impact		Examples
Operating		<ul> <li>Standardization of Operating Model</li> </ul>	0.2	<ul><li>Optimize GBS / GT Operating Model</li><li>Finance offshoring</li></ul>
model &	0.5	<ul> <li>Location/ offshoring/ outsourcing</li> </ul>	0.1	<ul> <li>Reduce complexity in Risk Mgmt. &amp; PWM</li> </ul>
organi- zational changes	~0.5	<ul> <li>Centralization &amp; consolidation</li> <li>Refocusing on core-competencies/ business activities &amp; optimization governance structure</li> </ul>	0.1	<ul> <li>Outsourcing of AM functions</li> <li>Refocusing on core competencies in AM</li> <li>Refocusing on key processes in AM</li> </ul>
Process & IT optimization	~0.3	<ul> <li>Process optimization &amp; standardization</li> <li>IT Infrastructure optimization</li> </ul>	0.2	<ul> <li>Re-engineering of trade processes in middle and back office</li> <li>Data, process, and system re-engineering for financial reporting</li> <li>Process optimization Risk Management</li> <li>Consolidating IT HR administration systems</li> <li>Efficient management of software production</li> </ul>
Vendor & demand management	~0.3	<ul> <li>Optimization vendor portfolio &amp; contract management</li> <li>Optimization demand mgmt. as well as policies &amp; procedures</li> </ul>	0.2	<ul> <li>IT service sourcing optimization</li> <li>Optimize corporate real estate services</li> <li>Archive storage optimization</li> <li>Policy adjustments</li> <li>Centralize Meeting &amp; Events planning</li> </ul>
Total	~1.1			

# **CIB** integration



Revenue

# 2011 IBIT impact in EUR bn

Cost

		synergies	synergies
Streamline	<ul> <li>Corporate coverage: Eliminate duplication of coverage teams</li> <li>Product: Eliminate duplication of risk taking activity across Corporate Finance and Markets, centralise lending activity</li> <li>Business Management: Right-sizing of business management functions and tighter controls around policies and procedures</li> <li>Infrastructure: Improved engagement, review of change-the-bank programs across CIB</li> </ul>	~0.35 <sup>(1)</sup>	
Connect	<ul> <li>Cross sell: Increased cross-sell through improved corporate coverage model</li> <li>Risk: Revenue synergies from closer alignment of primary and secondary and better risk management and resource allocation</li> <li>Platforms: More co-ordinated electronic execution and bringing together of best practices from Markets and GTB</li> </ul>		~0.3
Grow	<ul> <li>Markets: Close gaps in Equities and Commodities while maintaining leadership in other areas</li> <li>Corporate Finance: Consistent Top-5 ranking across target areas for improvement e.g. US, UK, Asia, FIG, NRG</li> <li>Global Transaction Banking: Increase fee-based revenues focusing on complex corporate and institutional clients while leveraging our strong franchise in Asia</li> </ul>		

Note: FIG = Financial Institutions Group, NRG = Natural Resources Group

<sup>(1)</sup> Excludes cost-to-achieve of EUR 0.15 bn

# Postbank Consolidation: Purchase Price Allocation (PPA)



# Concept of PPA

- IFRS 3 requires an acquirer to perform a Purchase Price Allocation (PPA) and take <u>all</u> assets & liabilities at Fair Value (FV) on its balance sheet upon change of control (one-time requirement)
- Based on the accounting requirements for Postbank more than 80% of Postbank's assets and liabilities are carried at amortized cost and not at Fair Value
- The resulting differences between PB's carrying value and DB's Fair Value from PPA are recognized through so called Fair Value Adjustments (FVA) upon consolidation
- In addition, incremental Intangible Assets (IA) have to be identified and recorded in Deutsche Bank's balance sheet

# Impact from PPA

- FVAs directly impact goodwill calculation and thereby drive the capital consumption for Deutsche Bank upon consolidation
- Subsequent amortisation of FVAs and Intangible assets impact future results of Deutsche Bank PBC along with the amortization pattern of the underlying assets and liabilities

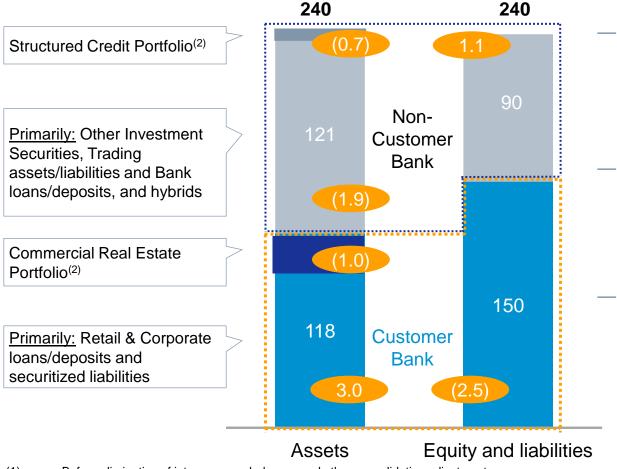
## Fair Value Adjustments in context



Postbank balance sheet as of change of control<sup>(1)</sup>, in EUR bn



Fair Value adjustments (pre-tax)



- Postbank carries more than 80% of its assets and liabilities at amortized cost. For PPA purposes all assets and liabilities are to be fair valued for first-time consolidation in DB's balance sheet
- PPA provides p&I protection against potential future impairments / losses of up to EUR 4.0 bn<sup>(3)</sup> compared with Postbank's carrying values → already reflected in DB's capital base
- Amortization of positive FVAs will burden future results

<sup>(1)</sup> Before elimination of intercompany balances and other consolidation adjustments

<sup>(2)</sup> Nominal values of EUR 4.6 bn for SCP and EUR 17.8 bn for CRE portfolio as per 3Q2010

<sup>(3)</sup> Including the recognition of PB's existing revaluation reserve  $\Rightarrow$  EUR 4.0bn = 1.0bn (CRE) + 2.6bn (Investment Securities incl. SCP) + 0.5bn (revaluation reserve)

### Bank levies



#### Overview

- Various countries considering the introduction of bank levies as a consequence of the financial crisis with no co-ordination at an international level
- To date levies have been proposed in Germany, U.K, France, Austria, Portugal, Hungary and Sweden in Europe. South Korea and the U.S. have also proposed levies, though U.S. levy has no timetable for advancement
- Impact assessment of German and U.K. levies on DB s main hubs requires legislation to be finalised, clarification of German cap and method to avoid double taxation

#### Germany (status)



- Implementation 31st December 2010 tied to broader restructuring law; detail regulation still under debate
- Applied to all German domiciled credit institutions (not to Foreign banks with German branches)
- Based on HGB balance sheet (minus 'equity' and 'liabilities to customers') and nominal value derivatives
- Charge based on 4bps on b/s; distinct charge on nominal derivative positions of 0.015bps
- Capped at 15% of HGB annual profit. Amount in excess of cap to be paid in future years

#### U.K. (status)



- Final legislation drafted; enactment expected July 2011 with retrospective effect 1st Jan 2011
- Applied to all UK domiciled banking groups and Foreign banks with U.K. branches
- Based on IFRS balance sheet minus Tier 1 capital, insured deposits and liquid assets; 50% charge on uninsured deposits
- Charge based on 5bps in 2011 increasing to 7.5bps from 2012
- Credit for foreign branches facing double taxation (expected)

## Loan book In EUR bn



IAS 39 impact on CIB loan book

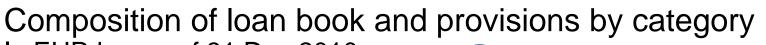


Germany excl. Financial Institutions:

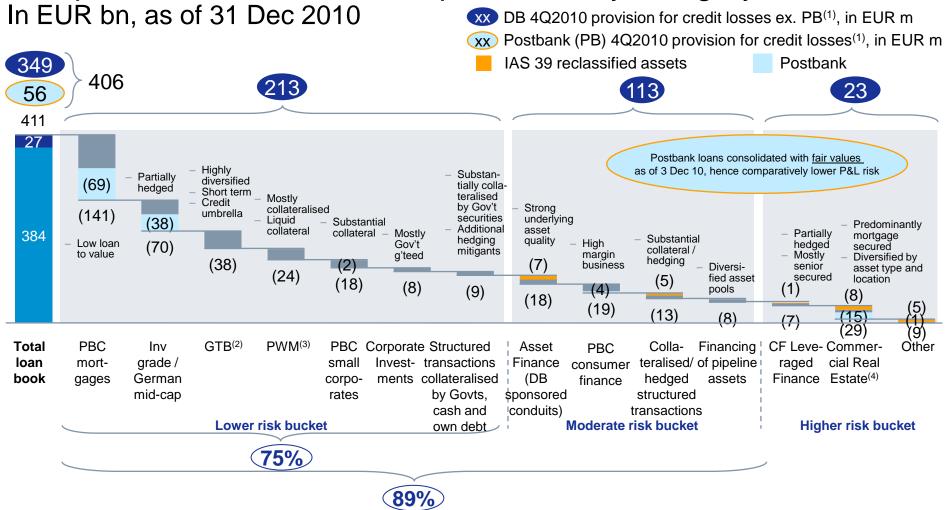
96 96 100 99 184<sup>(3)</sup> 96 96 100

Loan amounts are gross of allowances for loan losses; figures may not add up due to rounding differences Note:

- PCAM includes loans related to Sal. Oppenheim / BHF of EUR 5 bn as of Mar and June 2010, EUR 4 bn as of Sep 2010 and EUR 2 bn as of Dec 2010 (1)
- CIB includes loans related to the consolidation of parts of ABN AMRO's corporate and commercial banking activities in the Netherlands of EUR 10 bn (2)
- (3)Of which EUR 87 bn are Postbank related







Note: Loan amounts are gross of allowances for loan losses; figures may not add up due to rounding differences

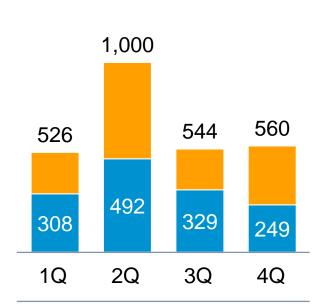
- (1) Includes provision for off-balance sheet positions
- (2) Includes loans related to ABN AMRO Netherlands of EUR 10 bn
- (3) Includes loans of EUR 2 bn in PWM related to Sal. Oppenheim / BHF acquisition

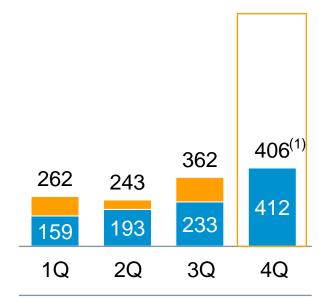
(4) Includes loans from CMBS securitizations

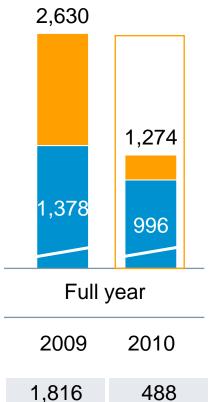
# Provision for credit losses In EUR m











		2009
Thereof:	CIB	

357	779	323	357
169	221	214	201

90	77	179	143
174	175	184	257

2010

1,816	488
806	789

Thereof: PCAM

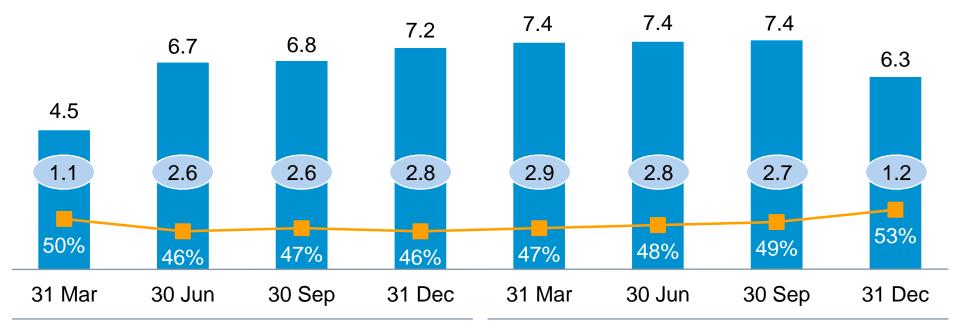
Note: Divisional figures do not add up due to omission of Corporate Investments; figures may not add up due to rounding differences

(1) Includes IAS 39 reclassified assets of EUR (6) m

### Impaired loans In EUR bn



xx IAS 39 impact – IFRS impaired loans



2009 2010

IFRS impaired loans<sup>(1)</sup>

IFRS impaired loans coverage ratio<sup>(2)</sup>

- (1) IFRS impaired loans include loans which are individually impaired under IFRS, i.e. for which a specific loan loss allowance has been established, as well as loans collectively assessed for impairment which have been put on nonaccrual status
- (2) Total on-balance sheet allowances divided by IFRS impaired loans (excluding collateral); total on-balance sheet allowances include allowances for all loans individually impaired or collectively assessed





	FY2008	FY2009	1Q2010	2Q2010	3Q2010	4Q2010	Total FY2010	Total FY2008 - FY2010
Incremental reported income <sup>(1)</sup>	(112)	(1,238)	(128)	(83)	(164)	(35)	(410)	(1,760)
Fair value P&L impact of reclassified assets	3,439	983	(279)	0	(93)	25	(346)	4,076
Net pro-forma impact on reported income before income taxes	3,327	(255)	(407)	(83)	(257)	(10)	(756)	2,316
Fair value impact on equity relating to assets previously classified as AfS	1,826	(1,216)	(125)	(70)	(100)	(30)	(325)	285
Total pro-forma impact on shareholders' equity	5,153	(1,472)	(532)	(152)	(357)	(40)	(1,081)	2,601
Carrying value at period end <sup>(2)</sup>	34,424	33,554	33,009	33,906	31,063	26,682		

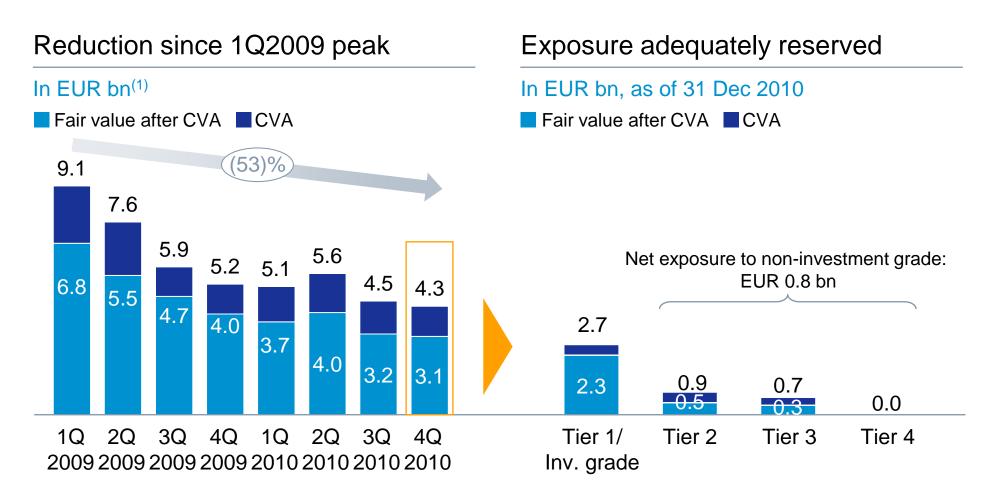
Note: At the reclassification dates, assets had a carrying value of EUR 37.9 bn; incremental RWAs were EUR 4.4 bn; figures may not add up due to rounding differences

(1) Net of provision for credit losses

(2) Net of allowances

### Monoline update





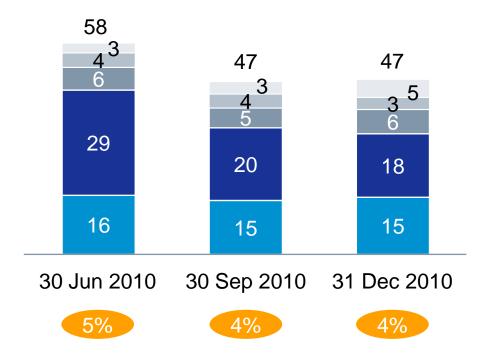
Note: Tiering is an internal Credit Risk Management designation (Tier 1 = strongest / Tier 4 = weakest); figures may not add up due to rounding differences (1) Excludes counterparty exposure to monoline insurers that relates to wrapped bonds

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



#### Asset classes

#### In EUR bn



Note: Total includes PCAM; figures may not add up due to rounding differences

IFRS netting convention applied

(2) Designated at fair value through profit or loss

(3) From derivative financial instruments

### 4Q2010 development

- No significant movement in the Group level 3 asset balance between 3Q and 4Q2010
- Increase in AFS balance mainly due to the consolidation of Postbank; this has been offset by a reduction in the fair value of derivatives balances due to tightening credit spreads

- Financial assets AfS / Other
- Financial assets<sup>(2)</sup>
- Other trading assets
- Positive market values<sup>(3)</sup>
- Trading securities
- Level 3 assets in % of IFRS total fair value assets

41

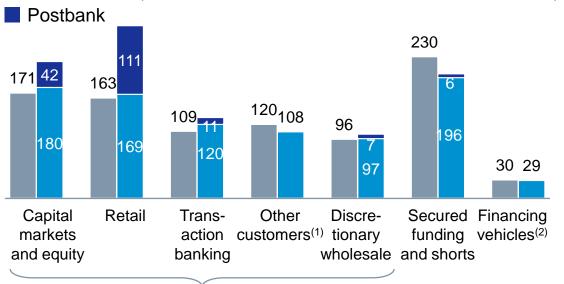
# Funding and liquidity In EUR bn



#### Funding sources overview



31 Dec 2010 (Total: EUR 1,075 bn, excl. Postbank: EUR 897 bn)



### Liquidity position

- Postbank acquisition significantly adds to stable funding sources
- Liquidity Reserves<sup>(3)</sup> exceed
   EUR 145 bn as of year end 2010
- Modest Funding Plan for 2011 of EUR 26 bn, comprising EUR 22 bn debt issuance and EUR 4 bn term retail deposits

#### Unsecured funding and equity

Note: Reconciliation to total balance sheet: Derivatives & settlement balances EUR 706 bn (EUR 911 bn), add-back for netting effect for Margin & Prime Brokerage cash balances (shown on a net basis) EUR 61 bn (EUR 64 bn), other non-funding liabilities EUR 63 bn (EUR 63 bn) for 31 December and 30 September 2010, respectively; figures may not add up due to rounding

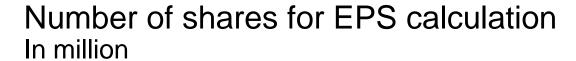
- (1) Other includes fiduciary, self-funding structures (e.g. X-markets), margin / Prime Brokerage cash balances (shown on a net basis)
- (2) Includes ABCP conduits
- (3) Liquidity Reserves comprise: Unencumbered central bank eligible business inventory, available excess cash held primarily at central banks, and the strategic liquidity reserve of highly liquid government securities and other central bank eligible assets; figure for Liquidity Reserves excludes any positions held by Postbank





	31 Dec	31 Mar	30 Jun	30 Sep	31 Dec		31 Dec 2010 vs. 30 Sep 2010		31 Dec 2010 vs. 31 Dec 2009	
	2009	2010	2010	2010	2010	Total change	Net of de-/consoli- dation	Total change	Net of de-/consoli- dation	
CIB	14,191	14,381	15,609	16,112	15,943	(169)	(169)	1,752	578	
PCAM	30,611	33,954	33,431	32,650	52,584	19,934	(427)	21,973	(1,653)	
Corporate Investments	28	26	29	34	36	2	2	8	8	
Infrastructure	32,223	32,488	32,861	33,708	33,499	(208)	(177)	1,277	1,288	
Total	77,053	80,849	81,929	82,504	102,062	19,558	(771)	25,009	222	

Note: 31 December 2010 includes 20,361 FTE related to Postbank consolidation; figures may not add up due to rounding differences



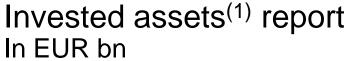


		Average		At end of period			
	FY 2009	FY 2010	4Q 2010	31 Dec 2009	30 Sep 2010	31 Dec 2010	
Common shares issued <sup>(1)</sup>	673	741	913	683	683	929	
Total shares in treasury	(4)	(4)	(6)	(1)	(4)	(10)	
Common shares outstanding	669	737	907	682	679	919	
Vested share awards <sup>(2)</sup>	20	17	13	14	13	13	
Basic shares (denominator for basic EPS)	689	753	920	696	692	932	
Dilution effect	27	37	28				
Diluted shares (denominator for diluted EPS)	717	791	948				

Note: Figures may not add up due to rounding differences

(1) The number of common shares issued has been adjusted for all periods before the capital increase in order to reflect the effect of the bonus element of subscription rights issued in September 2010.

(2) Still restricted





	31 Dec			30 Jun 30 Sep		Net new money		
	2009	2010	2010	2010	2010	4Q2010	FY2010	
Asset and Wealth Management	686	853	870	846	873	4	(3)	
Asset Management	496	537	551	532	550	4	(1)	
Institutional	173	180	177	169	175	6	(2)	
Retail	166	174	174	170	178	(0)	(5)	
Alternatives	41	44	46	44	46	0	(1)	
Insurance	116	139	155	150	151	(1)	6	
Private Wealth Management	190	316	319	313	323	(0)	(1)	
therein: Sal. Oppenheim/BHF <sup>(2)</sup>	-	113	112	113	115 <sup>(5</sup>	0	(2)	
Private & Business Clients	194	197	192	194	306	4	2	
therein: Postbank <sup>(3)</sup>	-	-	-	-	105	n.a.	n.a.	
Securities	111	115	112	114	129	(0)	2	
Deposits excl. sight deposits	72	70	68	68	164	3	(1)	
Insurance <sup>(4)</sup>	11	12	12	12	12	0	1	
PCAM	880	1,050	1,062	1,040	1,179	7	(1)	

Note: Figures may not add up due to rounding differences

<sup>(1)</sup> 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

<sup>(2)</sup> Excludes EUR 14 bn Sal. Oppenheim invested assets booked in Asset Management as of date of consolidation

<sup>(3)</sup> Since consolidation as of 3 December 2010

<sup>(4)</sup> Life insurance surrender value

<sup>(5)</sup> Includes EUR 48 bn related to BHF





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	31 Dec 2009	31 Mar 2010	30 Jun 2010	30 Sep 2010	31 Dec 2010	31 Dec 10 vs. 31 Dec 09
Asset Management	496	537	551	532	550	11 %
Germany	214	239	239	239	244	14 %
UK	21	21	22	22	25	18 %
Rest of Europe	30	33	34	34	34	11 %
Americas	209	223	234	217	223	7 %
Asia / Pacific	21	22	22	22	25	19 %
Private Wealth Management	190	316	319	313	323	70 %
Germany	55	163	163	166	171	213 %
UK	8	8	9	9	9	15 %
Europe / Middle East <sup>(2)</sup>	46	54	54	51	49	8 %
USA / Latin America <sup>(2)</sup>	57	62	65	60	64	12 %
Asia / Pacific	25	29	29	27	30	18 %
Asset and Wealth Management	686	853	870	846	873	27 %

Note: Figures may not add up due to rounding differences

4Q2010 results

Stefan Krause, CFO

<sup>(1)</sup> 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

<sup>(2)</sup> Prior periods have been restated due to structural changes





	4Q2009	FY2009	1Q2010	2Q2010	3Q2010	4Q2010	FY2010
Asset Management	9	9	4	(12)	2	4	(1)
Germany	1	(2)	4	0	(1)	3	6
UK	4	5	(0)	1	1	3	4
Rest of Europe	(0)	(1)	1	(1)	(0)	(1)	(1)
Americas	5	7	0	(11)	3	(1)	(9)
Asia / Pacific	0	(0)	(1)	(0)	(1)	2	(0)
Private Wealth Management	3	7	5	(3)	(3)	(0)	(1)
Germany	1	5	2	(0)	1	1	4
UK	(0)	0	0	0	0	0	0
Europe / Middle East <sup>(1)</sup> USA / Latin America <sup>(1)</sup>	(1)	(2)	(0)	(0)	(2)	(3)	(6)
USA / Latin America (1)	2	2	1	(1)	(1)	1	(1)
Asia / Pacific	0	3	2	(2)	(0)	1	1
Asset and Wealth Management	12	16	9	(15)	(0)	4	(3)

Note: Figures may not add up due to rounding differences
(1) Prior periods have been restated due to structural changes



# Asset and Wealth Management: P&L at a glance In EUR m

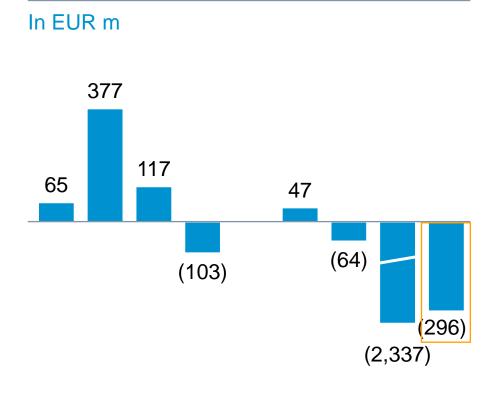
	4Q2010	4Q2009	3Q2010	4Q2010 vs. 4Q2009	4Q2010 vs. 3Q2010
Net revenues	1,023	783	1,014	31%	1%
Provision for credit losses	(17)	(3)	(19)	n.m.	(11)%
Noninterest expenses	(1,042)	(456)	(921)	128%	13%
Income before income taxes	(36)	325	78	n.m.	n.m.
PWM: Sal. Oppenheim / BHF EUR (1	102%	58%	91%		
Pre-tax RoE <sup>(1)</sup>	(2)%	26%	4%		

<sup>(1)</sup> Annualised, based on average active equity

## **Corporate Investments**



#### Income before income taxes



### Key features

- Mark-to-market losses on put/call options related to Deutsche Postbank AG prior to consolidation
- Net losses related to consolidated investments that include The Cosmopolitan Resort and Casino property which opened in December 2010

financial transparency.

1Q

2Q 3Q

2009

4Q

2Q 3Q

2010

4Q

# VaR of CIB trading units 99%, 1 day, in EUR m



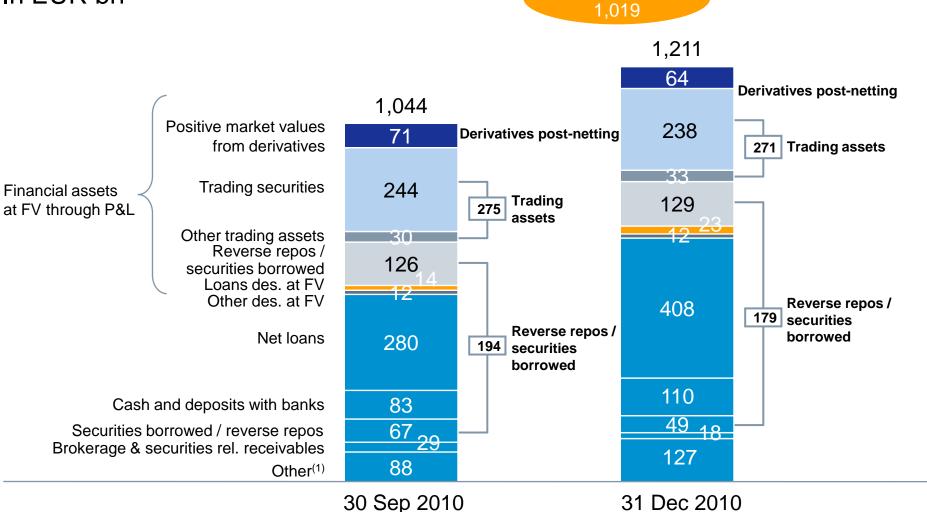
- VaR of CIB trading units
- Constant VaR of CIB trading units<sup>(1)</sup>



(1) Constant VaR is an approximation of how the VaR would have developed in case the impact of any market data changes since 4th Oct 2007 on the current portfolio of trading risks was ignored and if VaR would not have been affected by any methodology changes since then

## Total assets (adjusted) In EUR bn

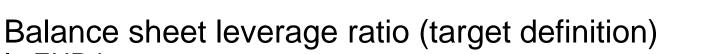




Note: For reconciliation of Total assets (adjusted) please refer to page 52; figures may not add up due to rounding differences

(1) Incl. financial assets AfS, equity method investments, property and equipment, goodwill and other intangible assets, income tax assets and other

Ex. Postbank:





		20	09			2010			
	31 Mar	30 Jun	30 Sep	31 Dec	31 Mar	30 Jun	30 Sep	31 Dec	
Total assets (IFRS)	2,103	1,733	1,660	1,501	1,670	1,926	1,958	1,906	
Adjustment for additional derivatives netting	(1,019)	(681)	(617)	(533)	(559)	(735)	(760)	(602)	
Adjustment for additional pending settlements netting	(97)	(114)	(122)	(71)	(126)	(139)	(144)	(86)	
Adjustment for additional reverse repo netting	(5)	(10)	(5)	(5)	(7)	(9)	(10)	(8)	
Total assets (adjusted)	983	928	915	891	978	1,043	1,044	1,211	
Total equity (IFRS)	34.9	35.4	35.7	38.0	40.2	42.6	39.5	50.4	
Adjust pro-forma FV gains (losses) on the Group's own debt (post-tax) <sup>(1)</sup>	4.4	3.0	1.6	1.3	1.7	3.4	2.0	2.0	
Total equity adjusted	39.3	38.4	37.2	39.3	41.9	46.0	41.5	52.4	
Leverage ratio based on total equity									
According to IFRS	60	49	47	40	42	45	50	38	
According to target definition	25	24	25	23	23	23	25	23	

4Q2010 results

Stefan Krause, CFO

In EUR bn

<sup>(1)</sup> Estimate assuming that substantially all own debt was designated at fair value; the estimated cumulative tax effect on pro-forma fair value gains (losses) on such own debt was EUR (1.1) billion and EUR (0.7) billion at 31 December 2010 and 31 December 2009, respectively

## 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 16 March 2010 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 4Q2010 Financial Data Supplement, which is accompanying this presentation and available at <a href="https://www.deutsche-bank.com/ir">www.deutsche-bank.com/ir</a>.