

Deutsche Bank



# Deutsche Bank

## Cédulas Hipotecarias Investor Update

*Passion to Perform*

9-12 November 2015

# Deutsche Bank at a glance

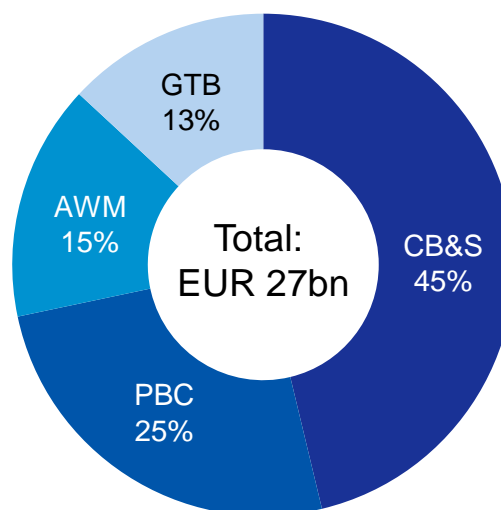


## 3Q2015 Key figures (in EUR bn)

Total IFRS assets	1,719
Leverage Exposure <sup>(1)</sup>	1,420
Risk-weighted assets <sup>(1)</sup>	408
Common Equity Tier 1 capital <sup>(1)</sup>	46.9
Tier 1 capital <sup>(1)</sup>	51.5
Total capital <sup>(1)</sup>	63.7
CET1 ratio <sup>(1)</sup>	11.5%
Leverage Ratio <sup>(1)</sup>	3.6%

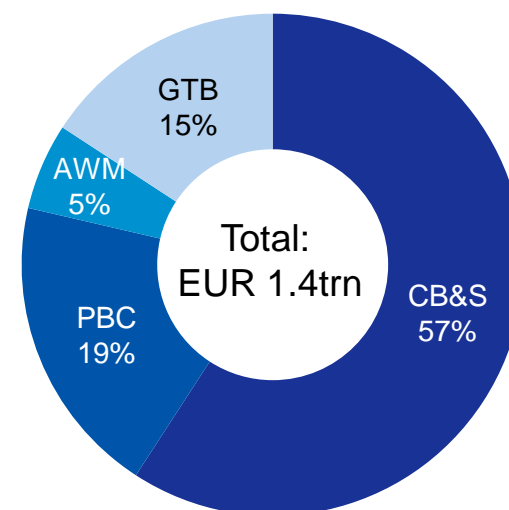
## Revenues by business<sup>(2)</sup>

9M15



## Leverage Exposure by business<sup>(3)</sup>

9M15



Note: Figures may not add up due to rounding differences

(1) Fully loaded according to revised CRR/CRD4 rules

(2) 9M15 revenues of EUR 26.9bn include Consolidations & Adjustments revenues of (0)% and NCOU revenues of 3% that are not shown in this chart

(3) 9M15 leverage exposure of EUR 1,420bn includes Consolidations & Adjustments exposure of 0% and NCOU exposure of 4% that are not shown in this chart

# Agenda



## 1 DB S.A.E.

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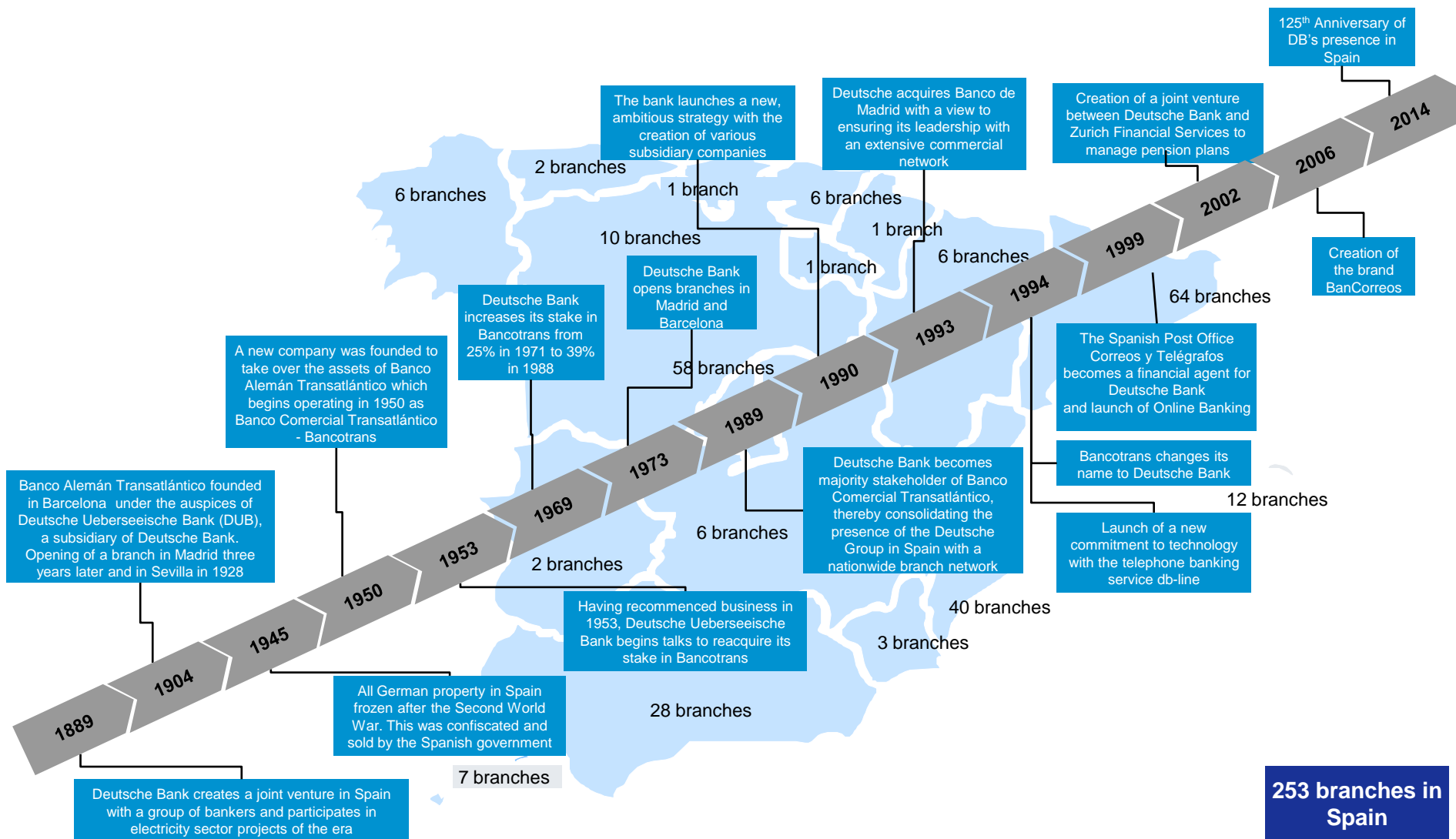
## 2 Cédulas Hipotecarias

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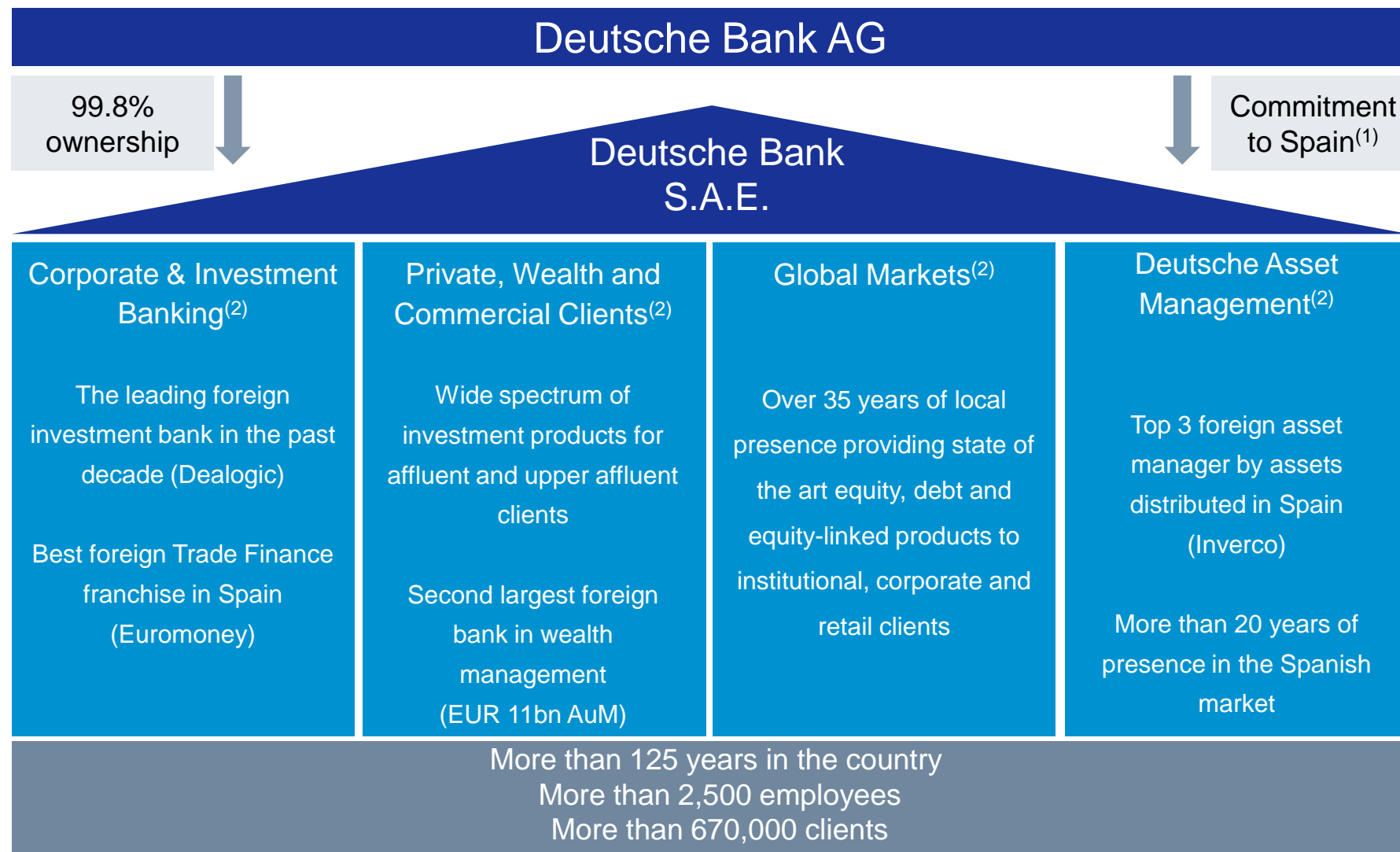
## 3 Strategy 2020 update

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# Deutsche Bank history in Spain



# DB S.A.E. – DB's presence in Spanish banking markets



(1) Re-affirmed with Strategy 2020 update on 29 Oct 2015 (2) New business line structure will be effective in 1Q2016

# DB S.A.E. – PWCC Spain Overview



## Extensive franchise...

- DB S.A.E. is the largest foreign bank in the Spanish market<sup>(1)</sup>
- Branch network located in all major cities, usually with over 70,000 inhabitants

Branches	253
Financial Agents	95
ATMs (Servired)	23,000
Clients	≈ 671,000 <sup>(3)</sup>

## ...offering a unique value proposition...

PWCC Spain offers a unique value proposition based on:

- Client centric model instead of pure product selling approach
- Tailor-made investment advisory services to affluent and Private Banking customers

## ... with a strong focus on clients satisfaction...

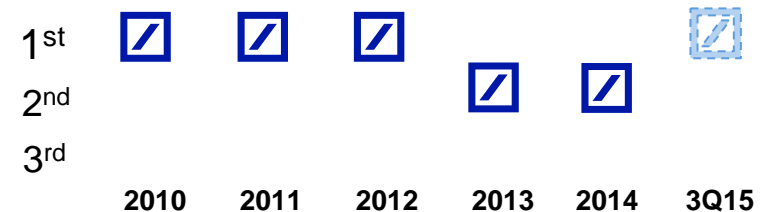
### Transparency<sup>(2)</sup>

**1<sup>st</sup>**  
in **product**  
explanation

### Relationship<sup>(2)</sup>

**1<sup>st</sup>**  
in **client**  
treatment

### Overall Client Satisfaction<sup>(2)</sup>



## ... with a clear strategy

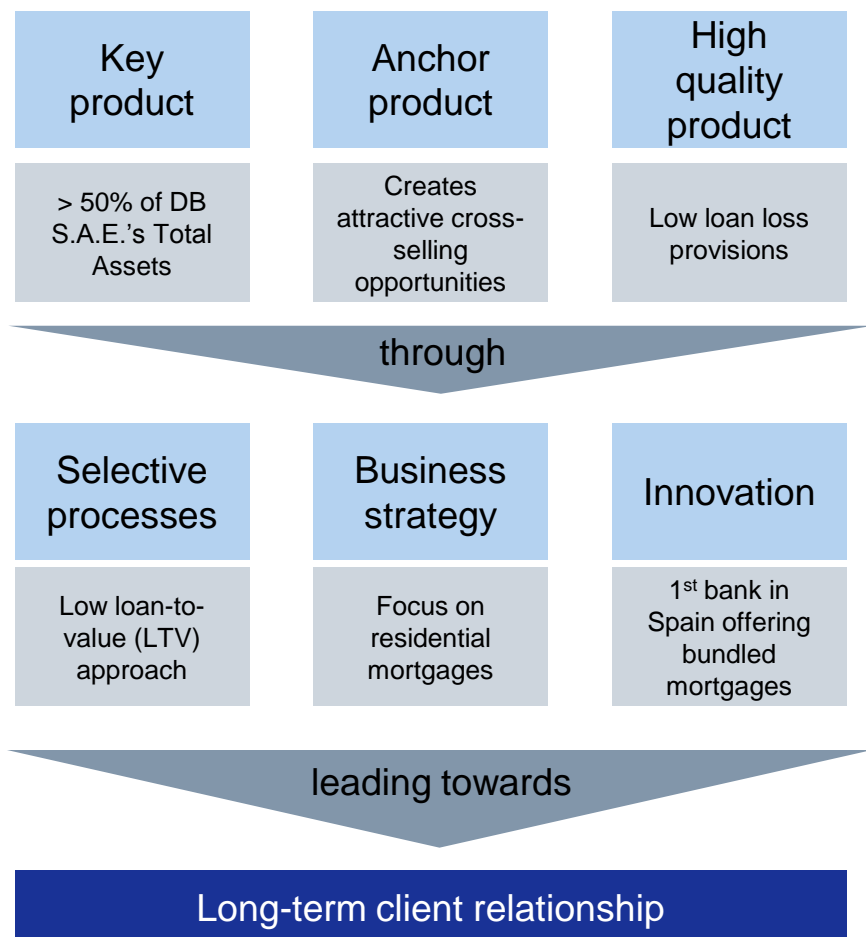
Be the Best Bank in Spain for affluent customers through a new customer and sales management model

(1) By number of branches (2) Source: Financial Research company (Equos RCB 3Q15, Stiga) (3) First and second account holders

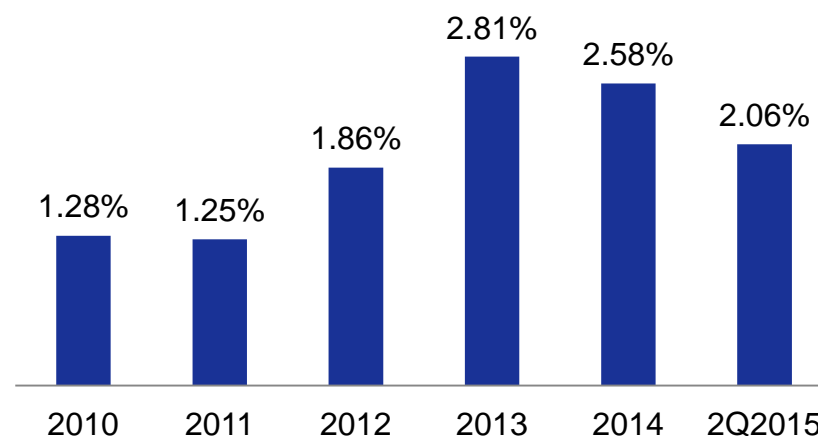
# DB S.A.E. – Mortgage business



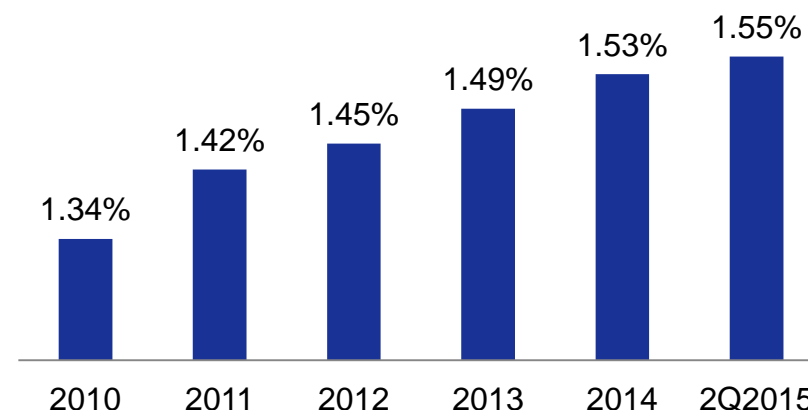
## Value proposition of mortgage business



## Market Share DB S.A.E. New Origination<sup>(1)(2)</sup>



## Market Share DB S.A.E. Portfolio<sup>(1)(2)(3)</sup>



(1) Source: Bank of Spain and Instituto Nacional Estadística (INE – National statistic bureau) (2) Figures refer to lending volume to individuals  
 (3) DB S.A.E.'s market share by number of branches in the Spanish financial sector is 0.79%



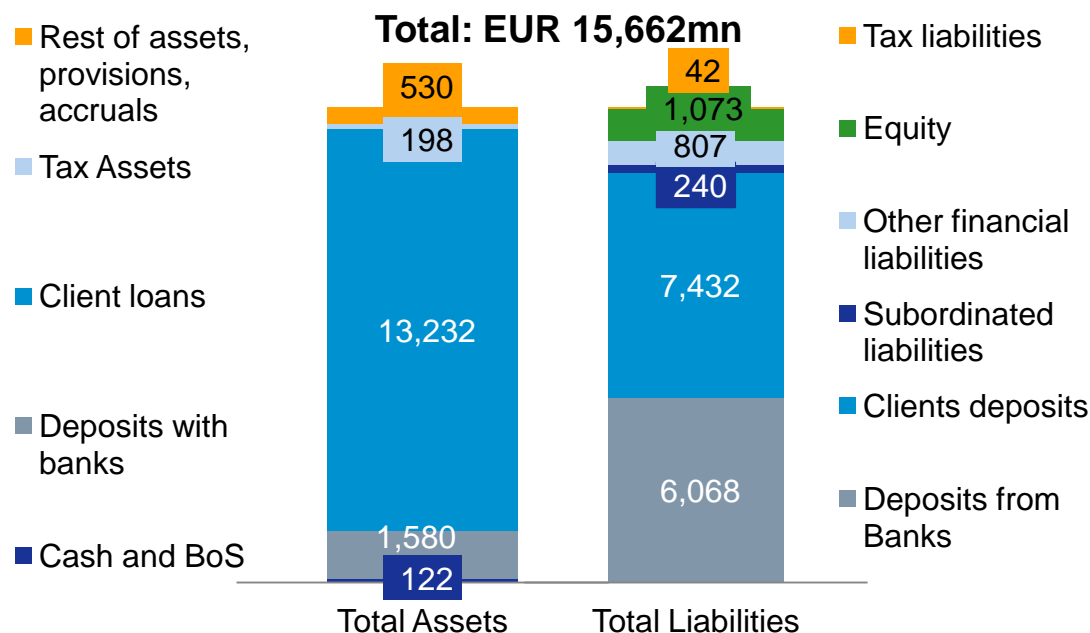
## FY2014 Key figures

In EUR bn

Total assets	15.7
Total client loans	13.2
Total equity	1.1
CET1 ratio <sup>(1)</sup>	9.80%
Total Capital ratio <sup>(1)</sup>	10.49%

## DB S.A.E.'s balance sheet composition

In EUR mn



Mortgage share of total assets: **55.2%**

Mortgage share of total lending: **65.3%**

Source: DB S.A.E.'s annual report FY2014 published at Comisión Nacional Mercado de Valores (CNMV) website

(1) Phased-in figures

# Agenda



1 DB S.A.E.

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**2 Cédulas Hipotecarias**

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3 Strategy 2020 update

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# Key Features



DB S.A.E.'s inaugural issuance of Spanish mortgage Covered Bonds (“Cédulas Hipotecarias”)

Issuance of up to EUR 4-5bn of Cédulas with targeted tenor of 5-10 years

Portfolio with very high level of eligibility (as measure of high asset quality)

Low-risk portfolio with strong focus on residential mortgages

Prudent lending policies and strong risk controls



# Summary of Key Terms of Cédulas

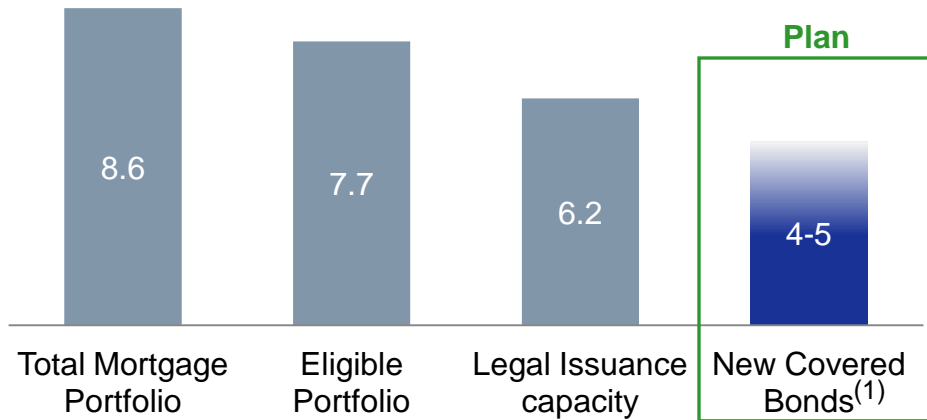
Issuer	— Deutsche Bank S.A.E., Madrid
Notes	<ul style="list-style-type: none"><li>— Cédulas Hipotecarias</li><li>— Currency: EUR</li><li>— Benchmark size</li><li>— Medium to long-term tenor [5-10y]</li><li>— Fixed rate, annual coupons</li><li>— Spanish law</li></ul>
Offering	<ul style="list-style-type: none"><li>— Denomination: EUR 100,000</li><li>— Spanish language documentation registered with the CNMV</li><li>— AIAF Listing (Madrid)</li><li>— Qualified Institutional Investors</li></ul>
Programme	— Ratings: Aa2 / A+ (Moody's /S&P)



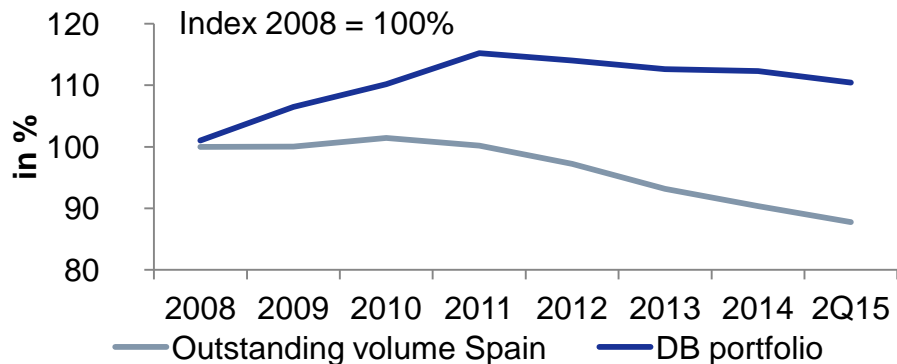
# Cover Pool Details - Overview

## DB S.A.E.'s mortgage portfolio vs. Cédulas

In EUR bn



## Mortgage market development in Spain



## Cover Pool details (as of 3Q2015)

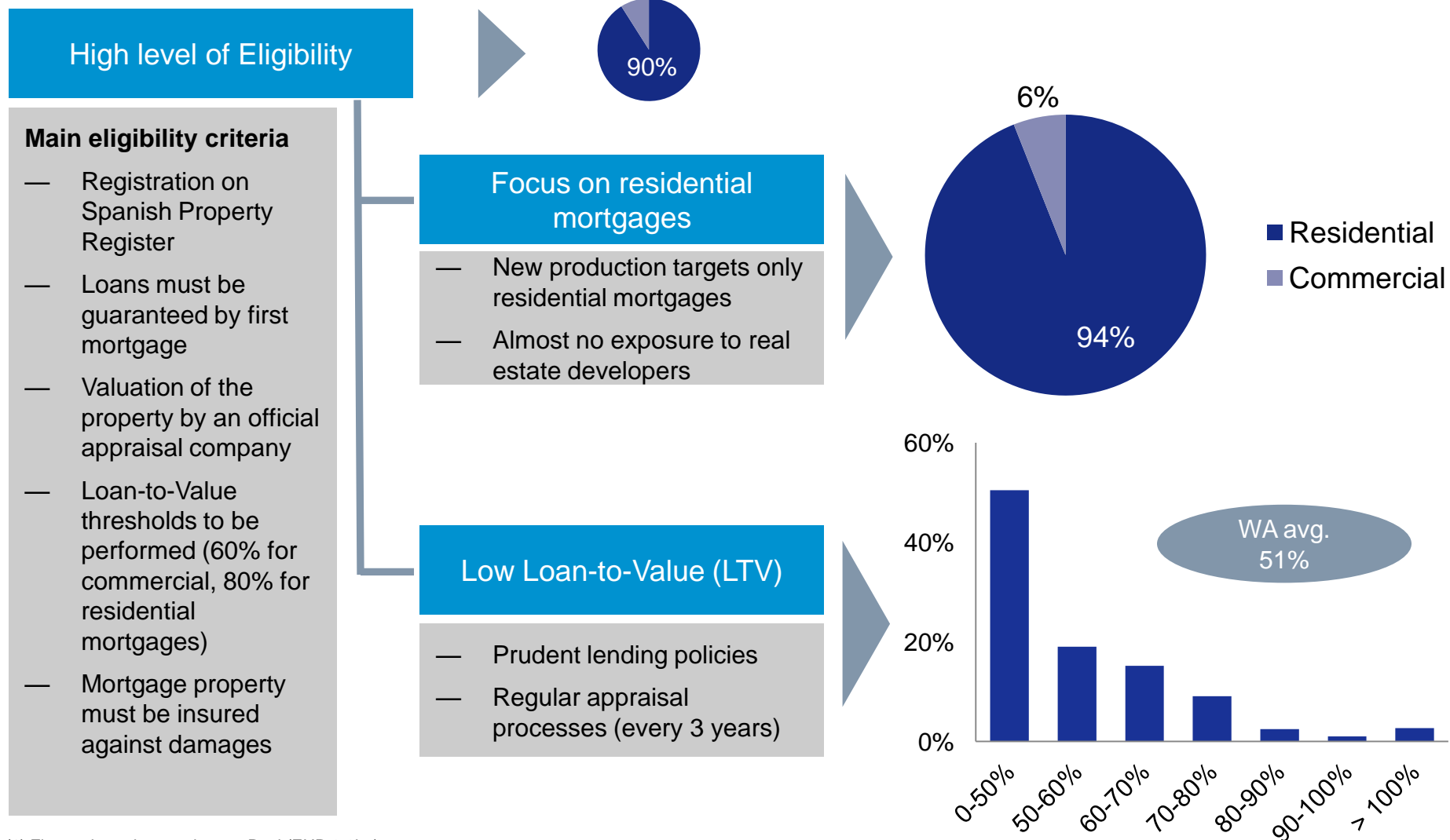
- Average outstanding loan size: EUR 104k
- Number of loans: 82,739
- Weighted avg. loan seasoning (years): 6.3
- Weighted avg. remaining loan maturity (years): 20.8
- Total pool weighted avg. Loan-to-Value (LTV): 51%
- Total pool Non-Performing Loan (NPL) ratio: < 4% <sup>(2)</sup>
- Interest rate type: 99.7% FRN
- Residential mortgages: 94%
- EUR denominated loans: 99%
- 1<sup>st</sup> residence mortgages: 80%

- DB S.A.E. resisted downward trend in Spanish mortgage market
- New Cédulas issuances of up to EUR 4-5bn

(1) Subject to development of mortgage business and market conditions

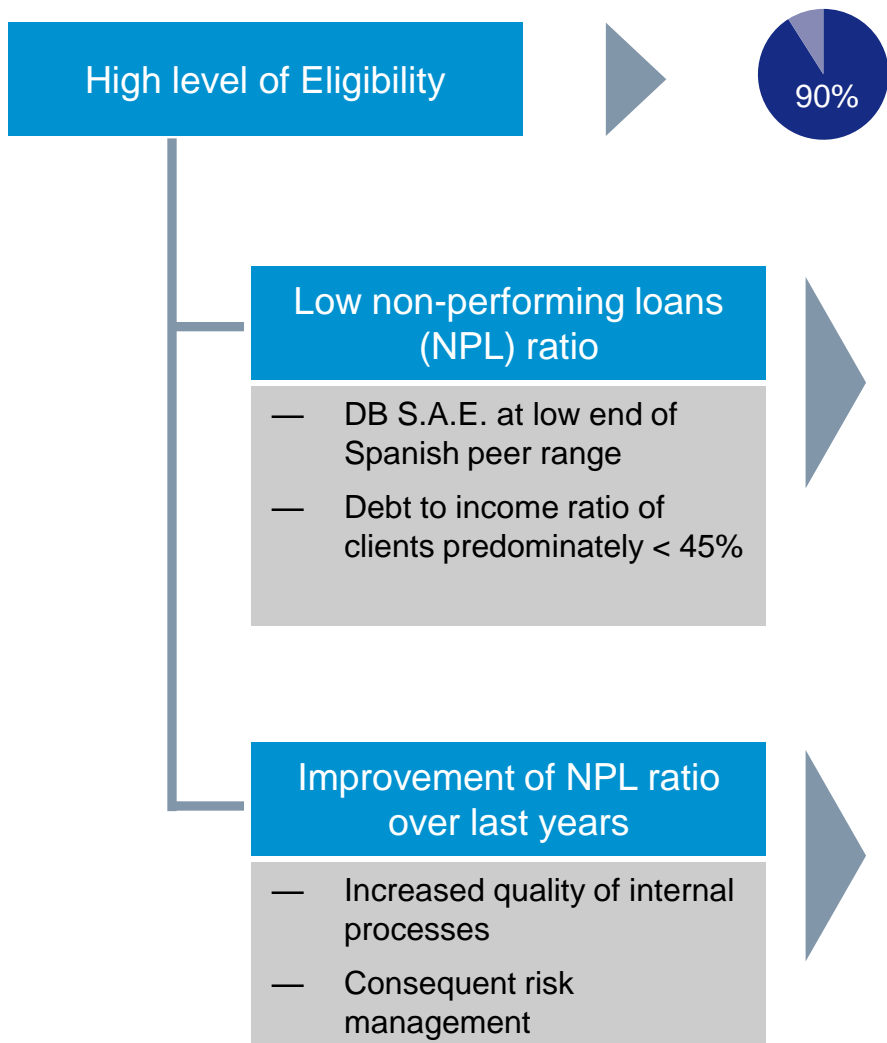
(2) Loan is defined as non-performing if loan is in arrears more than 90 days

# Cover Pool Details<sup>(1)</sup> – Mortgage quality 1/2

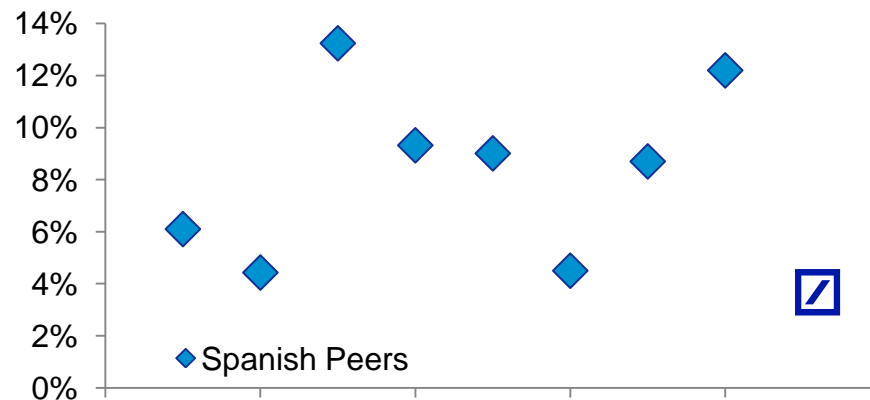


(1) Figures based on total cover Pool (EUR 8.6bn)

# Cover Pool Details<sup>(1)</sup> – Mortgage quality 2/2

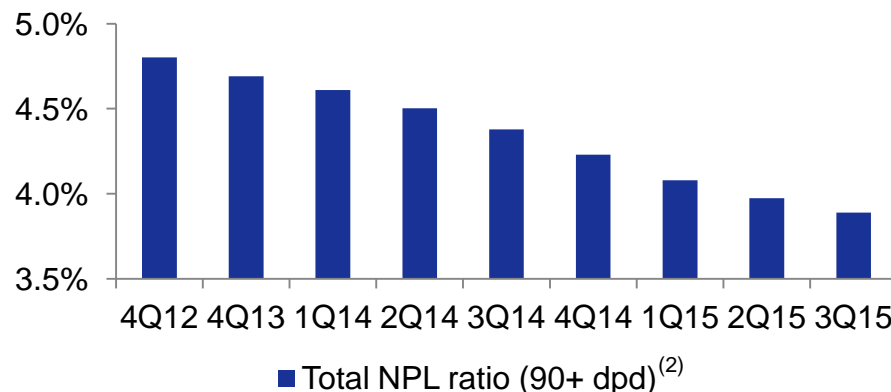


NPL ratios of Spanish banks (as of 2Q2015)



Source: Bank's webpages

DB S.A.E.'s development of NPL ratio



(1) Figures based on total cover Pool (EUR 8.6bn) (2) dpd = days past due

# Cover Pool Details<sup>(1)</sup> – Tenor profile and purpose



## Long-term mortgage profile

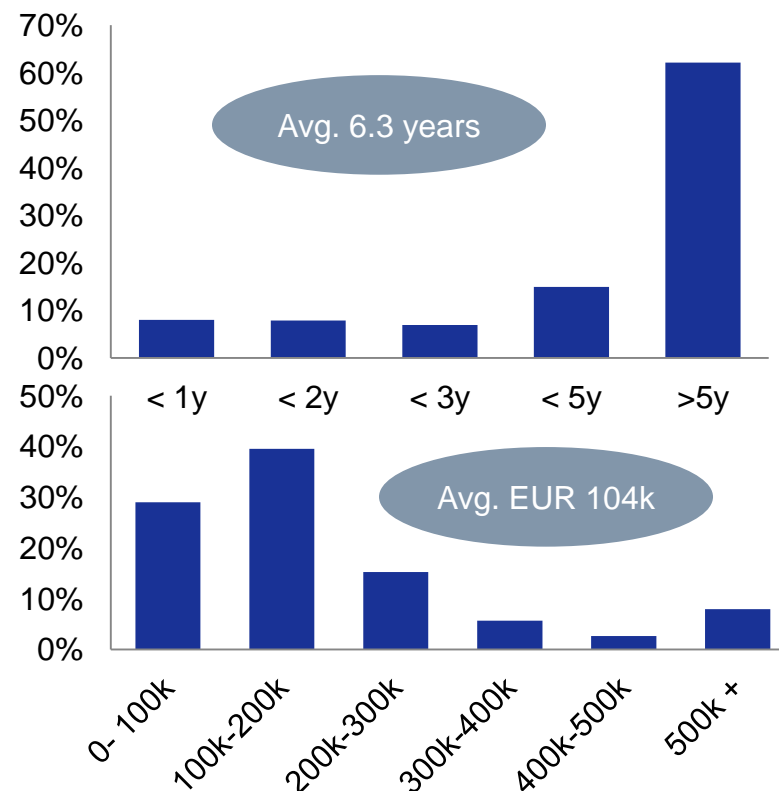
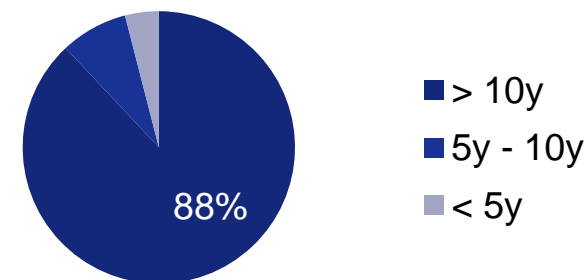
- Typical mortgage maturity up to 30 years
- Remaining average maturity: 20.9 years

## Seasoning

- High credit quality demonstrated by high seasoning score
- Lower seasoning buckets demonstrate continuous new production

## Well diversified portfolio

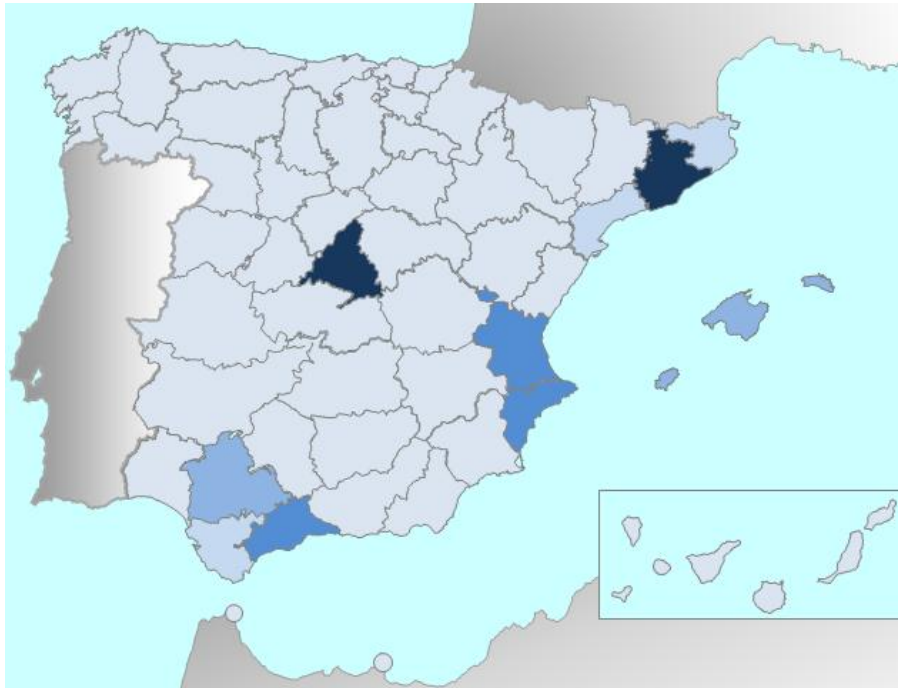
- High level of loan granularity with majority of loans < EUR 200k
- Low concentration risk



(1) Figures based on total cover Pool (EUR 8.6bn)



# Credit quality - Locations



Mortgage loans - location	% of Pool
Madrid	25.5
Barcelona	24.5
Málaga	4.9
Alicante	4.6
Valencia	4.3
Sevilla	3.8
Baleares	3.1
Girona	2.6
Tarragona	2.4
Cadiz	2.2
Rest	22.2

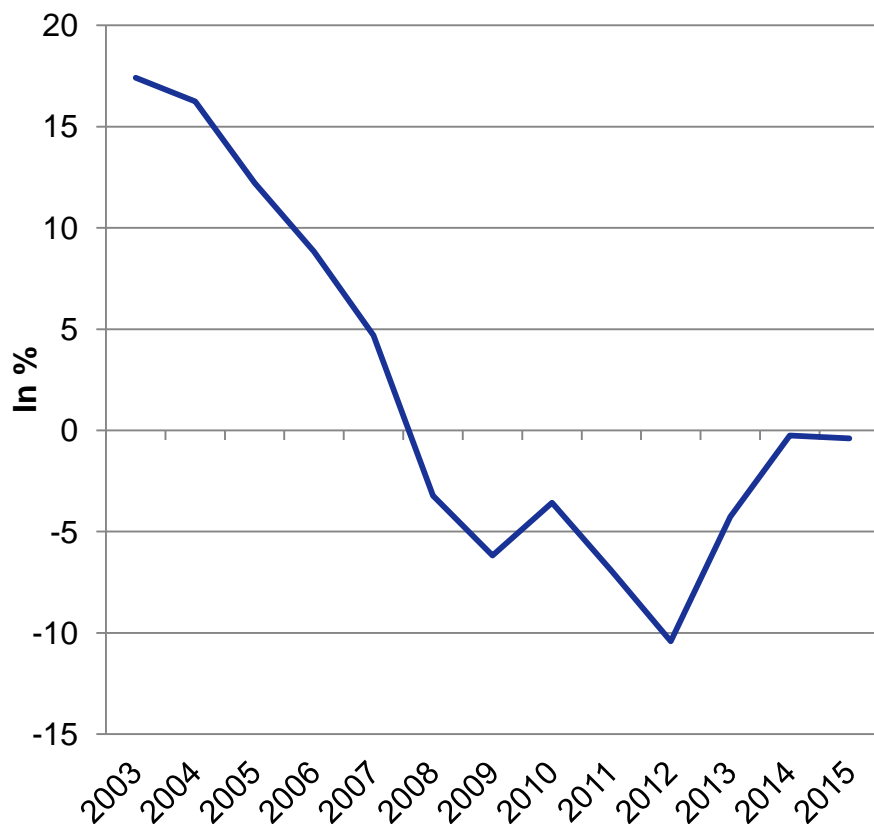
- Top 10 regions account for over 75% of DB S.A.E.'s mortgage portfolio
- Madrid and Barcelona region represent 50% of total mortgage portfolio:
  - Lower unemployment rate than the Spanish average
  - Highest contributors to Spanish GDP
  - Economically resilient regions

# Spanish Real Estate market and Economy



## House prices stabilizing

Annual house price change in Spain

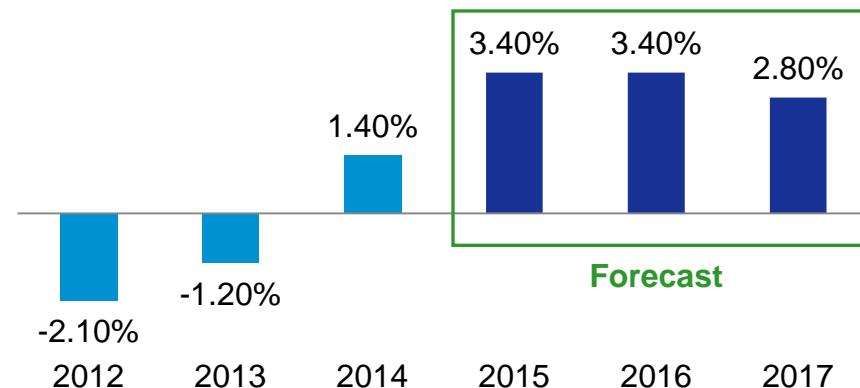


Source: TINSA

(1) Graph lines show smoothed average over respective period

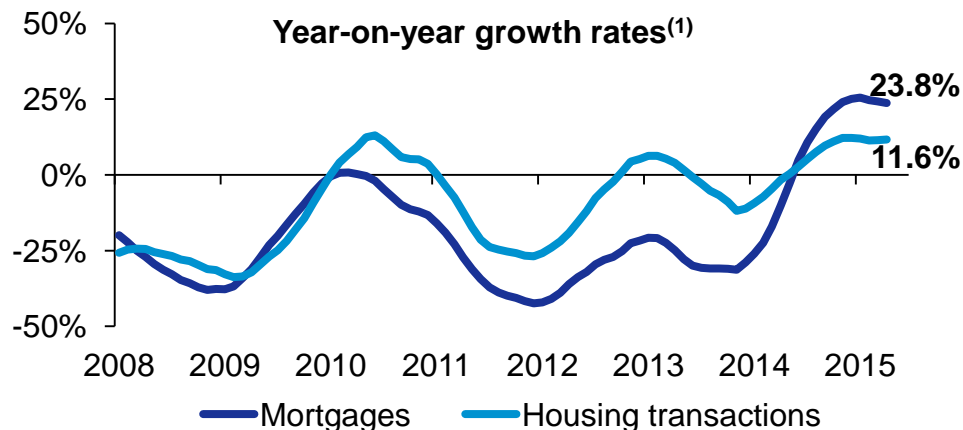
## Spanish's economy is recovering

GDP growth y-o-y



Source: INE, DB Research

## Mortgages and housing transactions growing



# Agenda



1 DB S.A.E.

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2 Cédulas Hipotecarias

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**3 Strategy 2020 Update**

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# DB at a glance – where we are going

		Reported	Group financial targets	
		2014	2018	2020
Simpler & more efficient	CET 1 ratio	11.7%	≥12.5%	
	Leverage ratio	3.5%	≥4.5%	≥5.0%
Less risky	Post-tax RoTE	3.5%	>10%	
	Dividend per share	0.75	Aspiration to deliver competitive payout ratio	
Better capitalised	Costs <sup>(1)</sup> , in EUR bn	25.0	<22.0	
	CIR	87%	~70%	~65%
Better run with more disciplined execution	RWA <sup>(2)</sup> , in EUR bn	394	~320	~310
Our driving goal: Create better returns for our shareholders				

Note: 2018/2020 targets are based on assumed FX rates of EUR/USD 1.07 and EUR/GBP 0.72

(1) Total noninterest expenses excluding restructuring and severance, litigation, impairment of goodwill and intangibles and policyholder benefits and claims

(2) Excluding expected regulatory inflation

# Strategy 2020: It is all about execution



		Execution plan	Targeted 2018 financial impact
Strategic priorities of Strategy 2020	Reposition Investment Banking	<ul style="list-style-type: none"> <li>— RWA and CRD4 exposure reductions</li> <li>— Split division along client lines</li> <li>— Exit selected Global Markets business lines and markets</li> </ul>	<ul style="list-style-type: none"> <li>— Adjusted Costs<sup>(1)</sup> EUR &lt;22 bn</li> </ul>
	Reshape Retail	<ul style="list-style-type: none"> <li>— IPO / sale of Postbank, sale of HuaXia stake</li> <li>— Restructure cost base, close &gt;200 branches</li> <li>— Leading advisory capability for affluent, wealth and commercial clients</li> </ul>	<ul style="list-style-type: none"> <li>— EUR ~3.8 bn gross savings; EUR ~1 – 1.5 bn net savings</li> <li>— CIR ~70%</li> </ul>
	Digitalise DB	<ul style="list-style-type: none"> <li>— Automate manual processes to drive efficiency and control</li> <li>— Fundamental redesign of customer interface</li> </ul>	<ul style="list-style-type: none"> <li>— 2015 – 2018 EUR ~3.0 – 3.5 bn restructuring and severance, 2/3<sup>rds</sup> spent by 2016</li> </ul>
	Grow Transaction Banking and Asset Management	<ul style="list-style-type: none"> <li>— Expand penetration of European client segments and grow profitably in US and Asia</li> <li>— Continue to drive above-market AuM growth</li> </ul>	<ul style="list-style-type: none"> <li>— CET1 ratio ≥12.5%</li> <li>— Leverage ratio ≥4.5%</li> </ul>
	Rationalise Footprint	<ul style="list-style-type: none"> <li>— Exit countries, products and client segments where returns are too low or risks are too high</li> </ul>	<ul style="list-style-type: none"> <li>— EUR ~170bn net CRD4 exposure reduction</li> </ul>
	Transform target operating model	<ul style="list-style-type: none"> <li>— Cut organisational layers that create complexity, slow decision making and stifle individual accountability</li> <li>— Install effective and robust control environment</li> <li>— In-source critical IT capabilities</li> </ul>	<ul style="list-style-type: none"> <li>— EUR ~90 bn RWA reduction ex regulatory inflation</li> <li>— Post-tax RoTE &gt;10%</li> </ul>

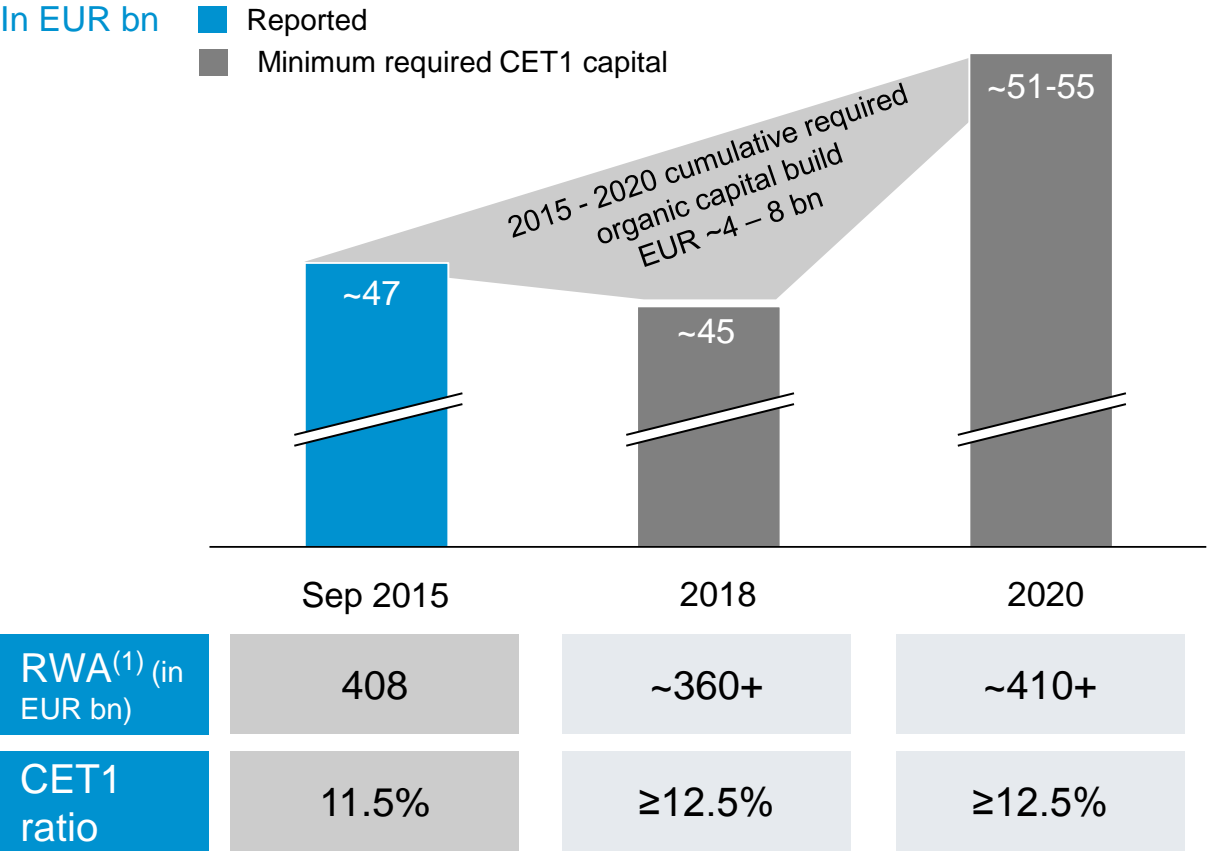
Note: 2018 targets are based on assumed FX rates of EUR/USD 1.07 and EUR/GBP 0.72

(1) New definition: total noninterest expenses excluding restructuring and severance, litigation, impairment of goodwill and other intangibles and policyholder benefits and claims



# Conservative capital growth achieves capital ratios

## Minimum required CET1 capital to achieve target capital ratio



- 3Q2015 – 2018: No growth in CET1 capital required to reach 12.5% CET1 ratio, assuming planned RWA reduction
- By 2020: EUR ~4 – 8 bn organic CET1 capital generation required to mitigate RWA inflation
- No common share dividend planned for fiscal years 2015 and 2016; longer-term aspiration to deliver a competitive payout

Note: 2018/2020 targets are based on assumed FX rates of EUR/USD 1.07 and EUR/GBP 0.72  
(1) Target, including expected inflation



# Key areas to achieve cost savings

## Cumulative targeted savings 2015 – 2018, in EUR bn

	Measures	Target gross savings
Business	<ul style="list-style-type: none"><li>— Focus Global Markets business model</li><li>— Re-shape Retail banking</li><li>— Reduce client footprint in Global Markets and Corporate &amp; Investment Banking</li><li>— Execute country exits</li></ul>	~2.1
Technology / Operations	<ul style="list-style-type: none"><li>— Simplify IT / Operations landscape</li><li>— Re-engineer core platforms</li><li>— Develop front-to-back data environment</li><li>— Continue modernisation of technology</li></ul>	~1.0
Infra-structure (ex Technology / Operations)	<ul style="list-style-type: none"><li>— Reduce complexity together with businesses and ensure regulatory compliance</li><li>— Eliminate Corporate Center redundancies</li><li>— Automate manual workflow</li></ul>	~0.7
		~3.8

### Expected restructuring and severance cost

- Total 2015 – 2018: EUR ~3 – 3.5 bn
- 2/3<sup>rd</sup>s spent in 2015/2016



# In the next three years, we intend to make Deutsche Bank...

... Simpler & more efficient	<ul style="list-style-type: none"><li>— Materially reduce number of products, clients and locations</li><li>— Simplify structure with fewer legal entities</li><li>— Manage towards competitive cost structure based on a more efficient infrastructure</li></ul>
... Less risky	<ul style="list-style-type: none"><li>— Exit from higher risk countries and clients</li><li>— Improve control framework</li><li>— Implement automation to replace manual reconciliation</li></ul>
... Better capitalised	<ul style="list-style-type: none"><li>— Reduce RWA by ~20% before regulatory driven inflation by 2020</li><li>— Achieve <math>\geq 12.5\%</math> CET1 ratio<sup>(1)</sup></li><li>— Generate sufficient organic capital to support business and drive returns to shareholders</li></ul>
... Better run with more disciplined execution	<ul style="list-style-type: none"><li>— Have one fully accountable management team with all businesses and functions represented</li><li>— Put personal accountability in place of committees wherever possible</li><li>— Better align reward system and conduct to returns</li></ul>

(1) Based on fully loaded scenario



# Additional Information

*Passion to Perform*

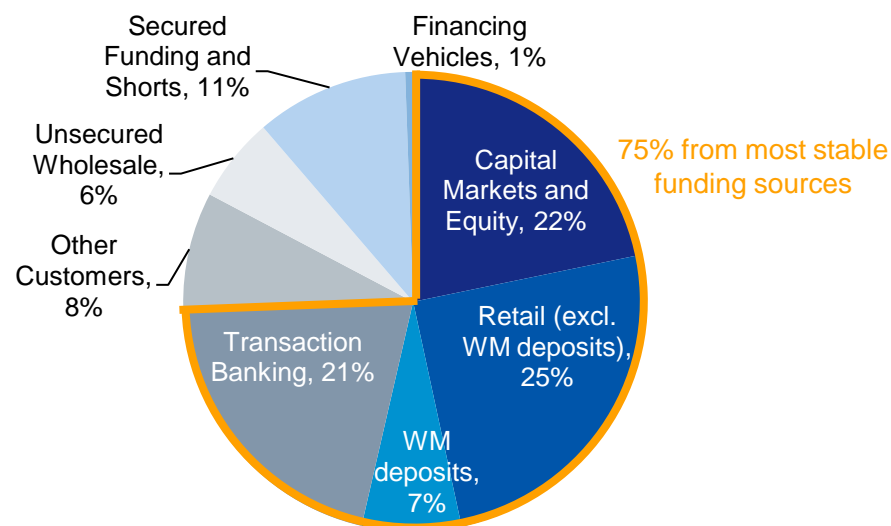
9-12 November 2015

# Funding activities and profile



## Funding profile well diversified

As of 30 September 2015



**Total: EUR 977 bn**

## Funding profile developments

- Total external funding increased by EUR 58 bn to EUR 977 bn (vs. EUR 919 bn as of Dec 2014)
- Increase of EUR 21 bn in transaction banking and of EUR 24 bn in secured funding and shorts reflect increasing business activity in comparison to low year-end levels
- Increased deposits from AWM and retail clients were reflected in a EUR 10 bn increase in these segments ytd
- 75% of total funding from most stable sources (vs. 76% as of Dec 2014)

## Liquidity reserves and LCR

- Liquidity reserves EUR 219 bn as of 30 September 2015 vs. EUR 184 bn as of Dec 2014
- LCR year-end 2013 107%
- LCR year-end 2014 119%

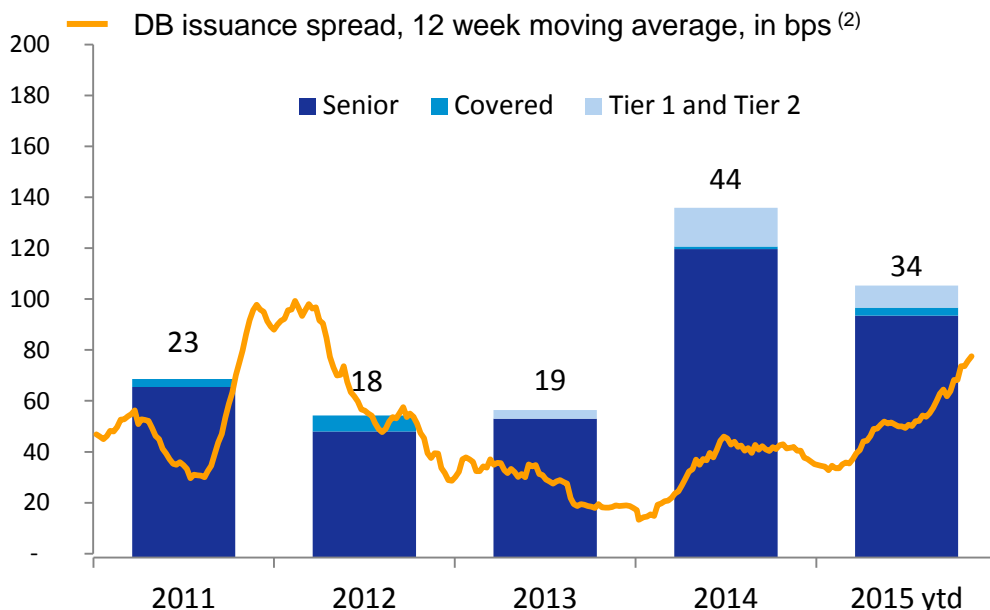
Note: Figures may not add up due to rounding differences



# Funding activities and profile

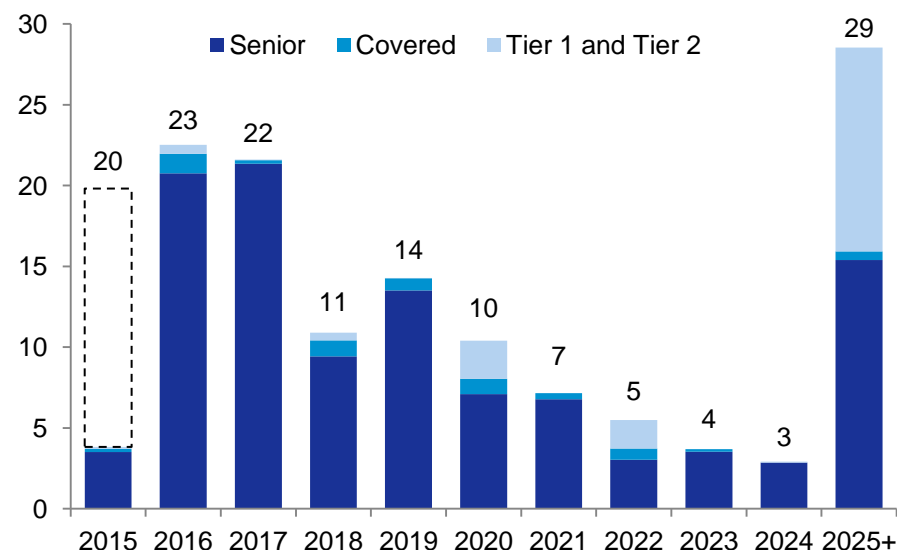
## Funding cost and volume development <sup>(1)</sup>

### DB Issuance, in EUR bn



## Maturities <sup>(1)</sup> <sup>(3)</sup> <sup>(4)</sup>

### Total: EUR 131 bn (as of 30 September 2015)



- Funding plan of EUR 30-35bn for 2015
- As per 30-Oct-2015 ytd issuance of EUR 34 bn at average spread of L+55 bps (ca. 40 bps inside interpolated CDS) and average tenor of 6.3 years
- EUR 9bn by public benchmark issuances / EUR 25 bn raised via issuance in retail networks and other private placements

- Highlights in 2015
  - Feb: EUR 1.25 bn 10yr Tier 2 at ms+210
  - Feb: USD 2 bn 3yr at T+90 and USD 0.5 bn 3 yr FRN at L+68
  - Mar: EUR 1.5 bn 10yr senior at ms+53
  - Mar: USD 1.5 bn 10yr Tier 2 at T+260
  - Aug: USD 1 bn 5yr at T+143 and USD 0.375 bn 5yr FRN at L+131

(1) Excluding Postbank (2) Over relevant floating index; AT1 instruments excluded from spread calculation

(3) Capital issues reflected as per maturity date; Tier 1 and Tier 2 inflate 2025+ bucket; calls may accelerate redemption profile (4) Dashed part shows maturities in the first nine months of 2015

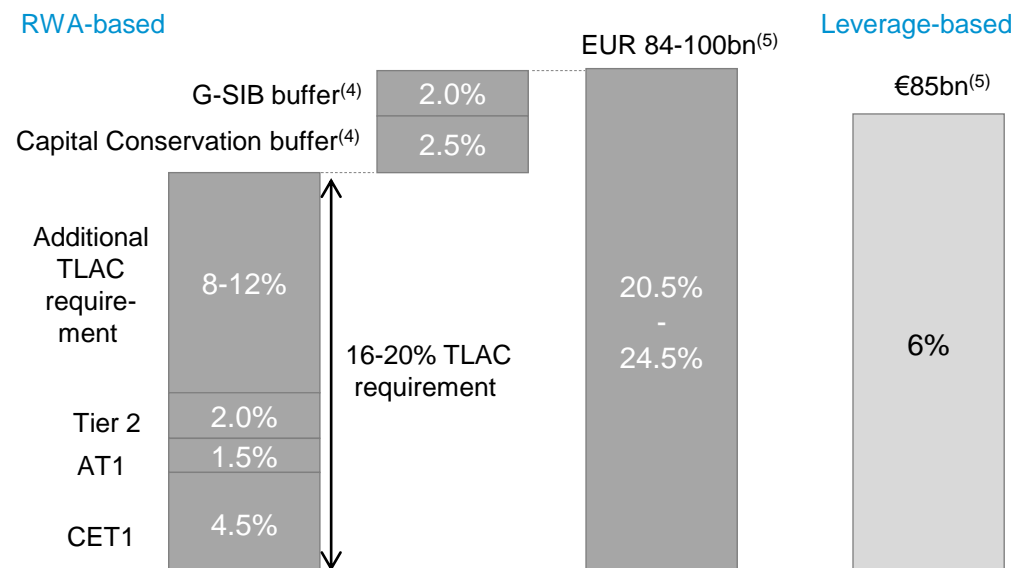


# Total Loss Absorbing Capacity (TLAC)

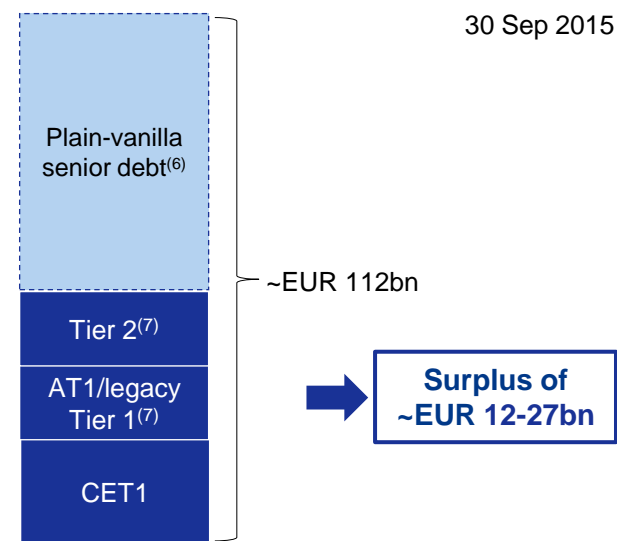
## DB well positioned to meet future TLAC requirements

- Final FSB guidance on TLAC to be released in November; expected to be based on Group RWA (16-20% plus buffers) and leverage exposure (twice the leverage ratio requirement) with application not before January 2019
- New German legislation<sup>(1)</sup> ranks plain-vanilla senior debt below other senior liabilities<sup>(2)</sup> in case of insolvency from 2017 onwards, with retroactive effect for all outstanding bonds
- Own funds (CET1/AT1/T2) of EUR 61bn available to protect senior debtholders

### Potential TLAC requirement for DB<sup>(3)</sup>



### Estimated available TLAC for DB<sup>(3)</sup>



- (1) As part of the Abwicklungsmechanismusgesetz, passed by Bundestag on 24 September and ratified by Bundesrat on 16 October
- (2) For example: Covered bonds, covered deposits, certain other retail & corporate deposits, structured debt, derivatives, etc.
- (3) Based upon the FSB's proposal for a common international standard on Total Loss-Absorbing Capacity (TLAC) for global systemic banks, dated November 2014
- (4) Countercyclical buffer and systemic risk buffer not considered
- (5) Based on EUR 408bn fully loaded RWA and EUR 1420bn CRD4 leverage exposure as of 30 September 2015
- (6) Includes all non-callable plain-vanilla senior debt (including Schuldscheine and other domestic registered issuance) > 1 year, irrespective of issuer jurisdiction and governing law
- (7) Instruments issued by DB AG or DB-related trusts with time to maturity or time to call > 1 year; nominal values



# Deutsche Bank's credit current ratings profile

As of 06 November 2015

MOODY'S

STANDARD  
& POOR'S

FitchRatings



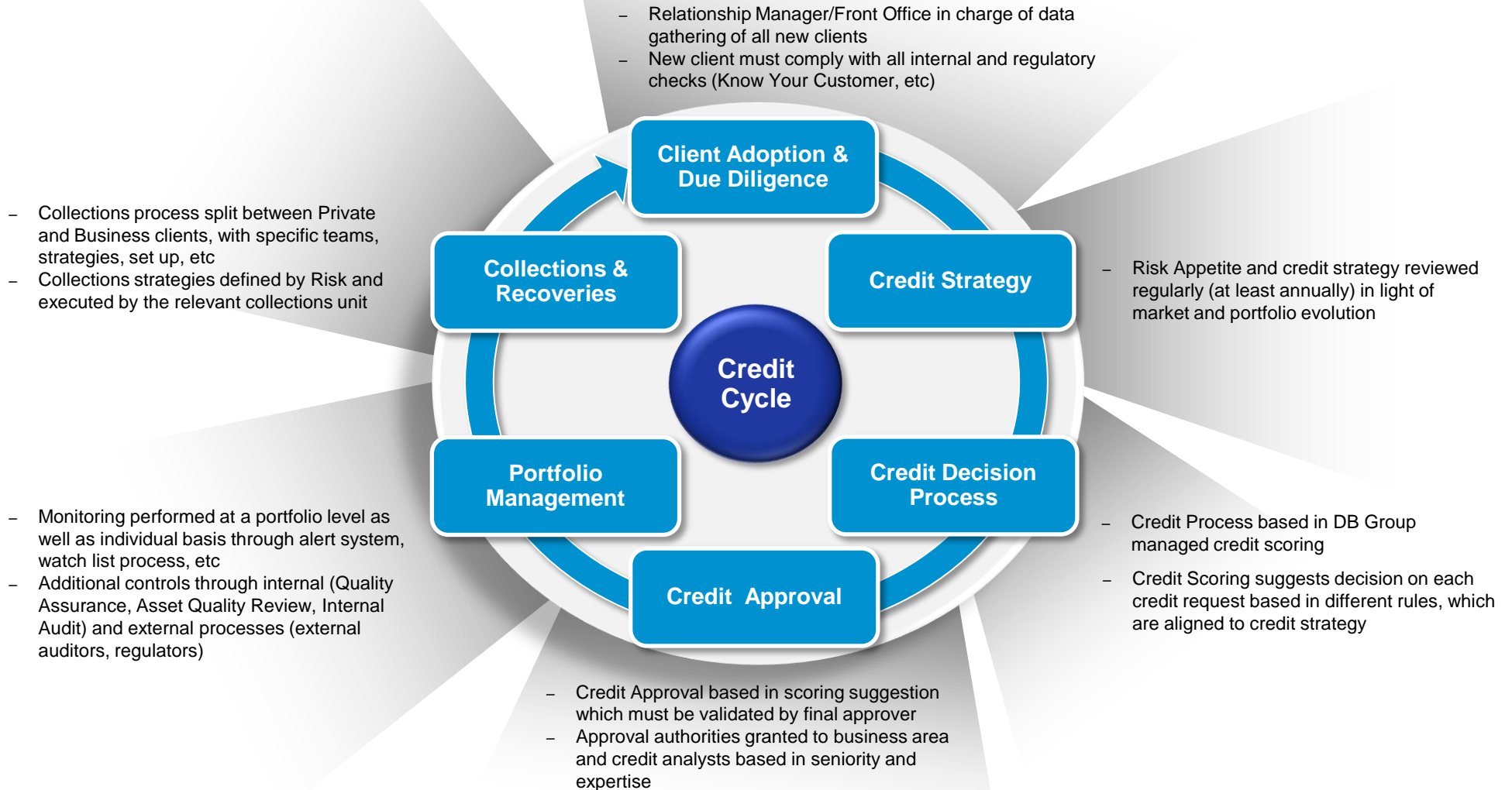
Stand-alone rating <sup>(1)</sup>	baa3	bbb+	a	a
DB AG Pfandbrief	Aaa	-	-	-
DB S.A.E. Cédulas	Aa2	A+	-	-
DB AG senior unsec	A3 <sup>(negative)</sup>	BBB+ <sup>(stable)</sup>	A <sup>(negative)</sup>	A <sup>(stable)</sup>
Tier 2	Ba1	BBB-	A-	-
Legacy Tier 1 (Basel 2.5)	Ba3	BB	BBB-	-
Additional Tier 1 (Basel 3)	Ba3	BB	BB+	-
Short term debt	P-2	A-2	F1	R-1 (low)

(1) Defined as Baseline Credit Assessment (BCA) by Moody's, Stand Alone Credit Rating (SACP) by S&P, Viability rating (VR) by Fitch and Viability Rating by DBRS



# PWCC Credit Process

## Governed by the Credit Cycle Concept





# Credit Strategy

Focus on high quality clients with conservative credit standards

## PWCC – Private Households

- Maintain existing credit strategy to ensure good quality of new business

### Mortgages:

- Focus on affluent clients to compensate maturing of portfolio
- Target market: home purchase to prime segment with conservative LTV  $\leq 80\%$ <sup>(1)</sup> and credit rating equal or better than iB+. Lower LTV may apply depending on customer segment and purpose
- Max. DTI 35%; up to 45% for self-employed

### Consumer Finance:

- Focus on pre-screening campaigns, support growth in Personal Instalment Loans
- Restrictions on Lombard loans with collateral from Autonomous Regions



## PWCC – SMEs

- Maintain portfolio rotation to enhance overall quality, focus on risk / reward and capital efficiency
- Focus on transactional products with geographically diversified and export oriented companies
- No risk appetite for Real Estate & Related Sectors, public entities and renewable energy
- Strong focus on Small Business/ professional segment to improve portfolio profitability
- Approval criteria as a combination of minimum credit rating (iB/iB+, depending on product) and maximum Expected Loss (based in industry type and credit product)

(1) Lower LTVs may apply depending on customer segment and purpose



# Cautionary statements 1/2

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 AG and Deutsche Bank SAE. 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.

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# Cautionary statements 2/2



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