



**Goldman Sachs Annual European Financials Conference Berlin, 12 June 2008** 



### **Agenda**

1 Deutsche Bank Group

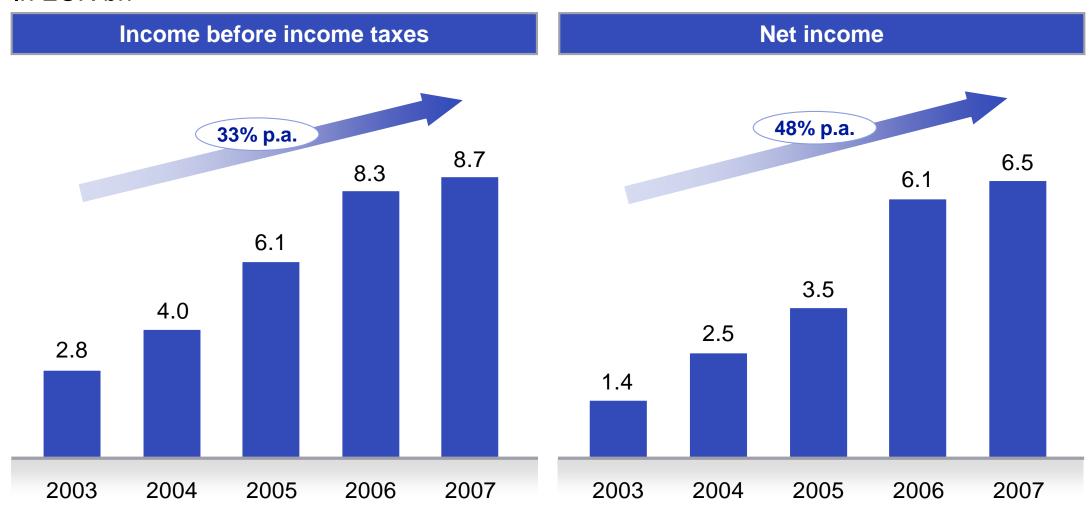
2 Private & Business Clients

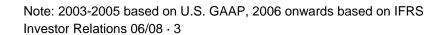
3 Outlook



# Deutsche Bank has delivered five years of continued profit growth ...

In EUR bn

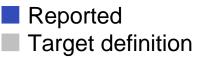


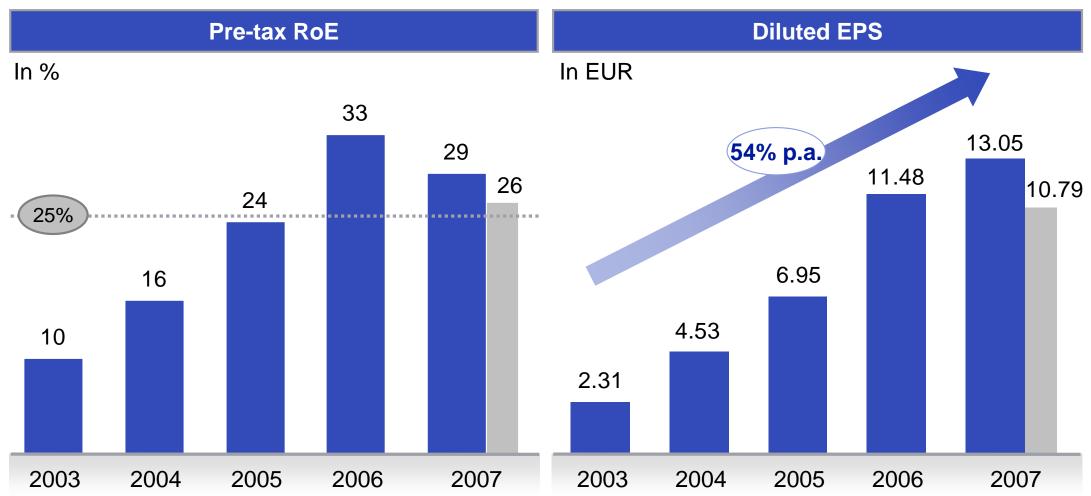






### ... and outperformed against key targets

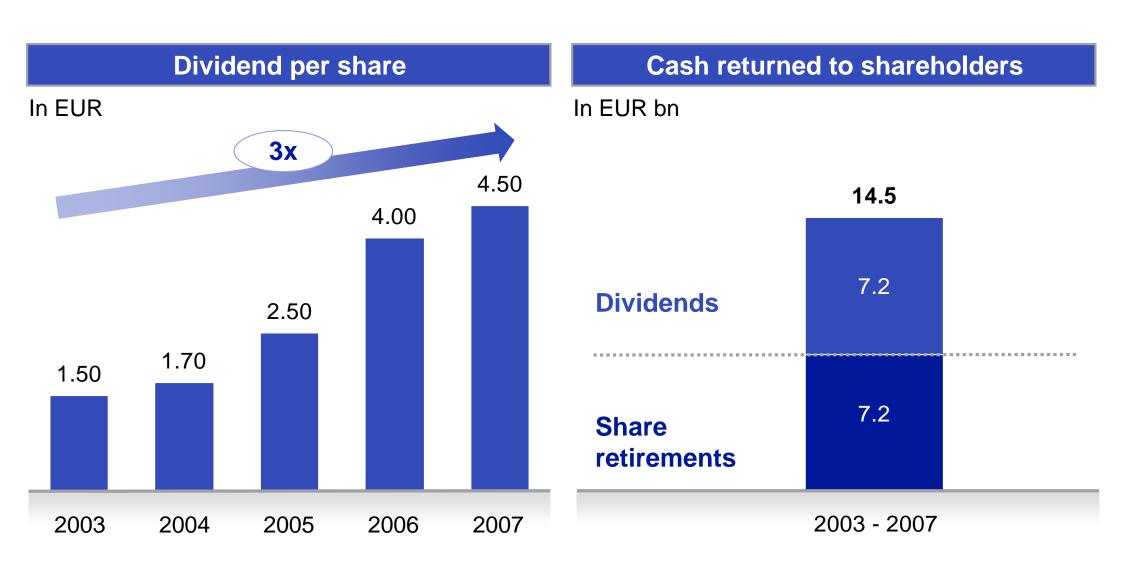








### **Delivery to shareholders is key**



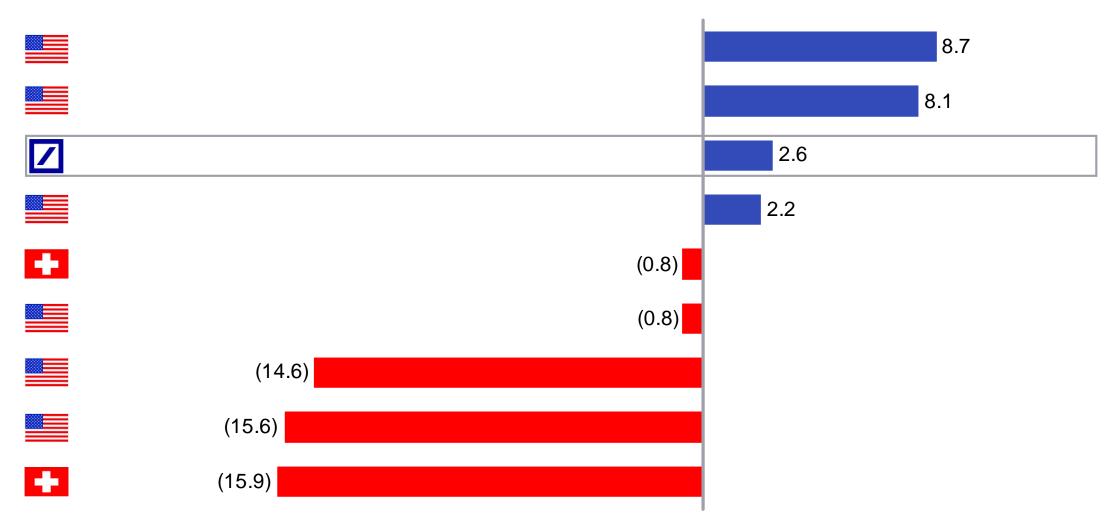
Note: Figures may not add up due to rounding differences Investor Relations  $06/08 \cdot 5$ 





## Deutsche Bank with relatively robust profitability through the downturn

Aggregate IBIT, 3Q2007/4Q2007/1Q2008, reported, in EUR bn



Note: For peers IBIT reflects IBIT attributable to the shareholders of the parent; translation into EUR based on average FX rate of respective reporting period

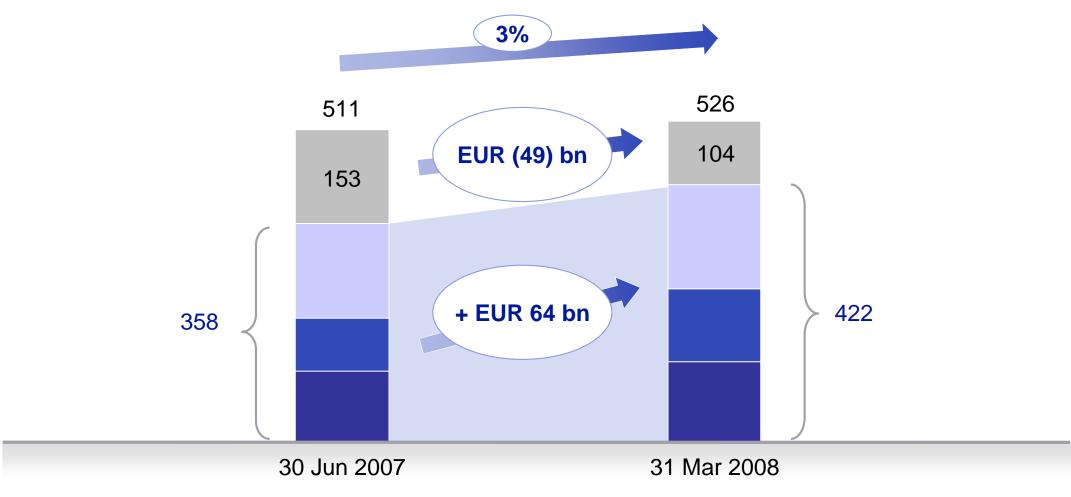
Source: Company reports
Investor Relations 06/08 · 6





### Unsecured funding base has grown, in quality and quantity

Unsecured funding by source, in EUR bn



Capital marketsShort-term wholesale fundingRetail depositsFiduciary, clearing & other deposits

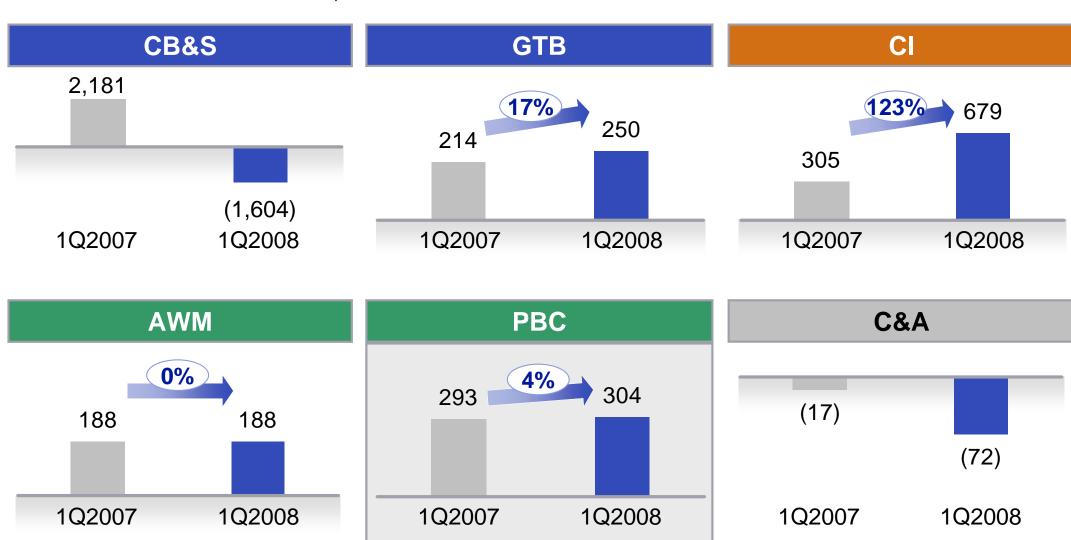
Note: Figures may not add up due to rounding differences Investor Relations  $06/08 \cdot 7$ 





### 1Q2008: Pre-tax profit by segment

Income before income taxes, in EUR m





### **Agenda**

1 Deutsche Bank Group

2 Private & Business Clients

3 Outlook



### PBC: A dynamic business ...

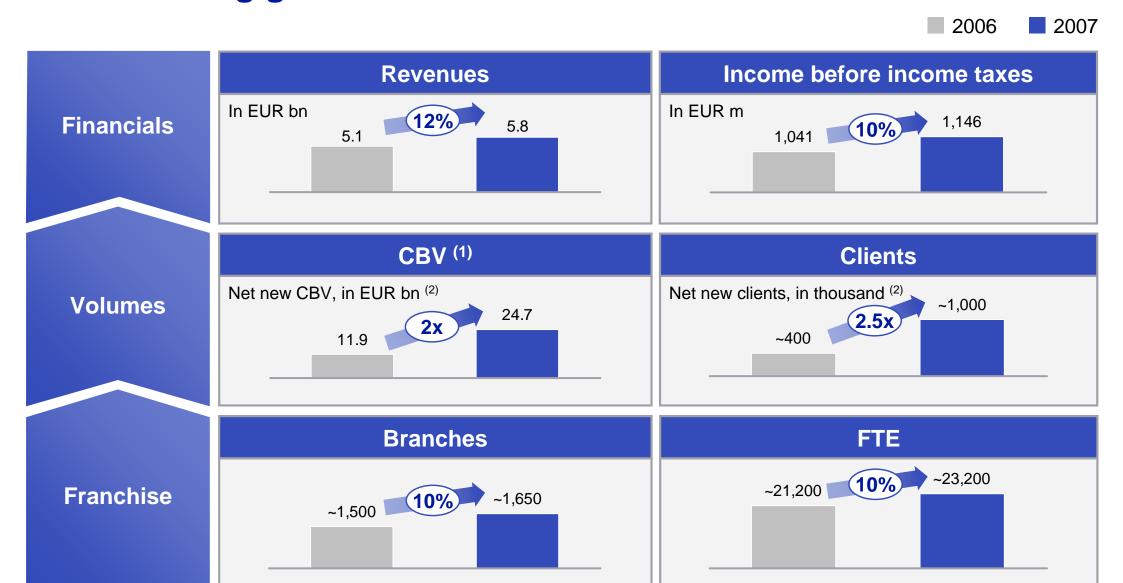
	2004	2005	2006	2007	Target 2008	
Acquisitions & stakes	上 企 企 定 定 定 定 行 Stake		Die persönliche Bank.  B BERLINER BANK  Acquisition  norisbank  Acquisition	了 企業银行 Stake Increase		
Cooperations & initiatives	Aktiengesellschaft	ncoPosta aunch Launch	BanCORREOS  Launch  Bankamiz	Launch  Credit Car Heilberufe  Co-operation	aunch d	
* *C	32	52	62	129	~200	
Network Expansion	3	5	14	36	~56	
		8	8	13	~16	

<sup>\*</sup> Number of branches per period end, 2008 planned Investor Relations 06/08 · 10





### ... with strong growth across the board in 2007



<sup>(1)</sup> Client Business Volume = Invested assets, sight deposits and loans

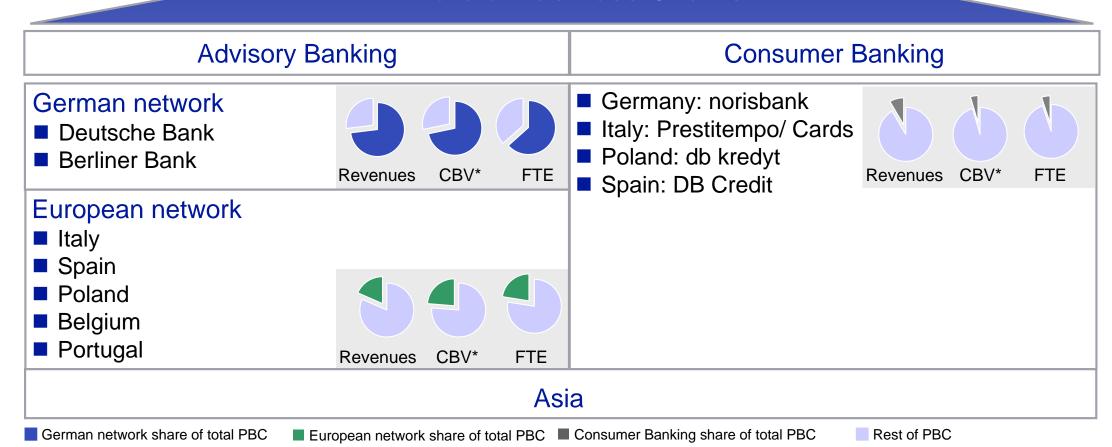
Deutsche Bank

<sup>(2)</sup> Without impact of acquisition of Berliner Bank



### A stable business model with many growth areas

#### **Private & Business Clients**



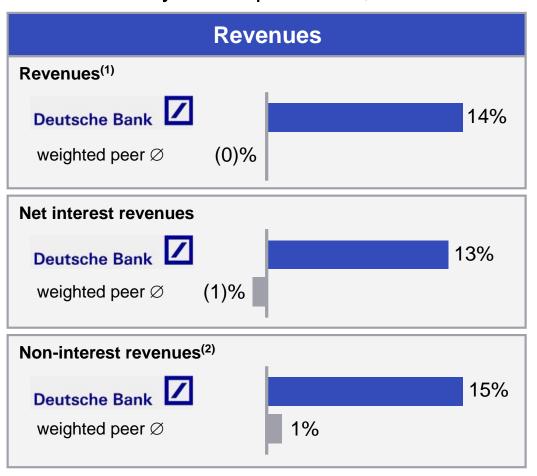
<sup>\*</sup> Client Business Volume = Invested assets, sight deposits and loans Investor Relations 06/08 · 12

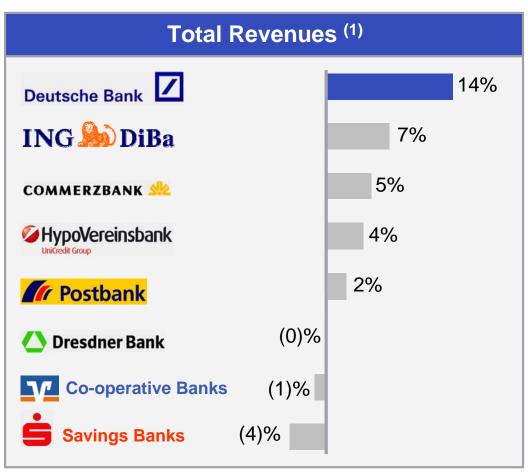




### PBC with strong revenue growth

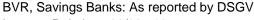
PBC Germany and equivalents, FY 2007 vs. FY 2006





(1) Includes other revenues (2) Fee & commission income

Note: Peer Ø revenue weighted. Considered peer segments: ING: ING Diba, Commerzbank: Privat- und Geschäftskunden, Hypovereinsbank: Privat- und Geschäftskunden, Postbank: Retail Banking, Dresdner Bank: Private and Corporate Clients, Co-operative Banks: As reported by PVR. Sovings Banks: As reported by DSCV







### German network: Successful in our home market ...

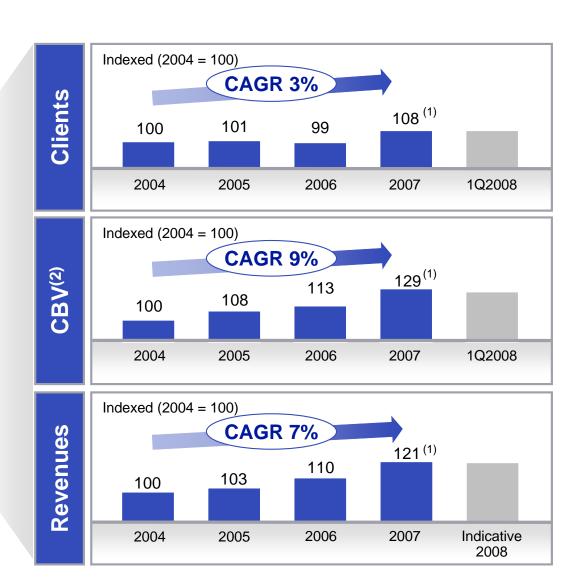


#### **Characteristics:**

- Profitable growth in our home market
- Strong client and volume gains
- Berliner Bank already with sizable profit contribution

#### **Initiatives:**

- Specific advisory solutions e.g. discretionary portfolio management / 'Abgeltungssteuer'
- Continued innovation in investment products (e.g. closed end funds and certificates)
- Mission Insurance e.g. Private Pension
- Bankamiz
- Mittelstandsoffensive (SME initiative) / 'Heilberufe'



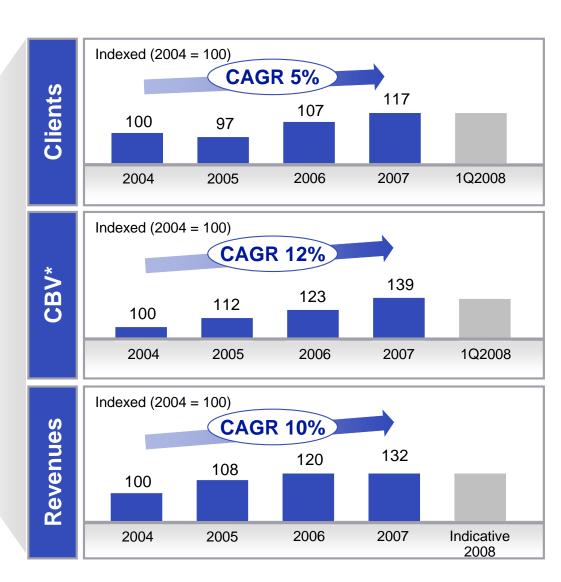
(1) Including acquisition of Berliner Bank (2) Client Business Volume = Invested assets, sight deposits and loans Note: 2004 – 2005 figures are underlying results based on U.S. GAAP; from 2006 onwards figures are reported results based on IFRS Investor Relations 06/08 · 14





### ... complemented by continued growth of our European network

## Revenue composition as of 1Q2008 **Portugal** Belgium Poland Italy **Spain** Strong revenue momentum outside of our home market Pay-off from our previous investments in particular in Poland, Belgium and Portugal Continued investments also in Italy and Spain



<sup>\*</sup> Client Business Volume = Invested assets, sight deposits and loans

Note: 2004–2005 figures are underlying results based on U.S. GAAP; from 2006 onwards figures are reported results based on IFRS

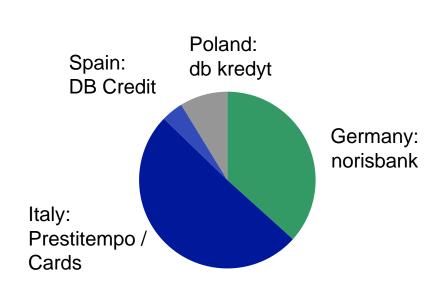
Investor Relations 06/08 · 15





### Consumer Banking: Building a regionally diversified portfolio

#### Revenue composition as of 1Q2008



- Expanding business with norisbank acquisition in Germany and new initiatives in Poland
- Stable revenue contribution from Italy and Spain y-o-y

#### Status update

#### norisbank:

- Prospective 'quality' discounter
- Efficient platform for deposit gathering

#### **Prestitempo / Cards:**

- One of the leading consumer finance provider in Italy
- Successful distribution partnerships with ~16,000 merchants, ~14,000 Italian post offices, 38 Prestitempo branches and 53 financial shops

#### **Poland:**

■ Entry in the Polish consumer finance market in 2007

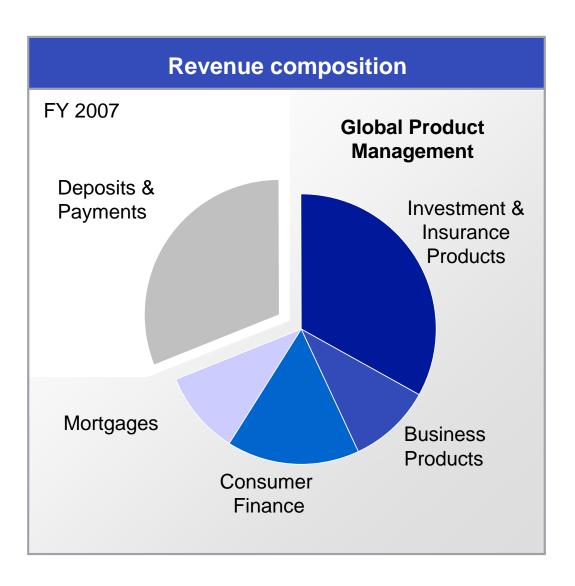
#### Spain:

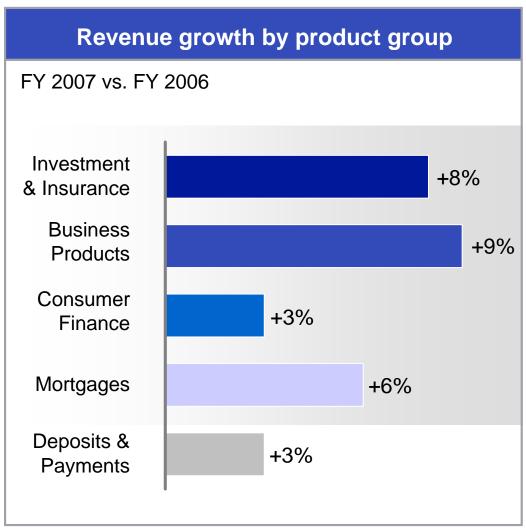
Diversified network of ~2,000 intermediates and 200
 Deutsche Bank offices / Point of sales





### Strong growth in non-commoditized product groups

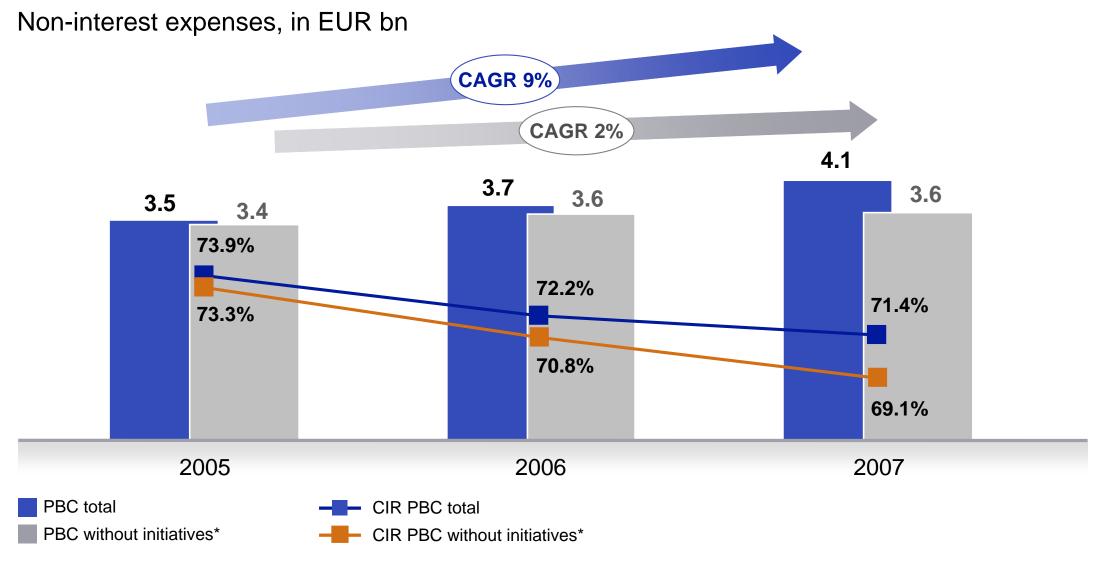








### Results include massive investments in future growth



<sup>\*</sup> Norisbank, Berliner Bank, Poland, Asia Note: 2005 figures based on U.S. GAAP, from 2006 onwards based on IFRS Investor Relations 06/08 · 18





### **Agenda**

1 Deutsche Bank Group

2 Private & Business Clients

3 Outlook



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

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

Vision 2008 > EUR 6 bn revenues > EUR 1.3 bn pre-tax profit Cost / income ratio ~ 68%



### **Appendix**





### PBC's retail franchise in developed markets

2007

	Germany	Italy	Spain	Poland	Portugal	Belgium
Invested assets In EUR bn	152.7	24.4	11.5	1.8	0.7	11.8
Loan book In EUR bn	60.2	12.9	12.6	1.8	0.9	0.0
Clients In million	9.7	2.5	0.7	0.2	0.02	0.2
Branches*	932	250	267	129	36	30
Financial agents	~1.500	952	130	~205	91	-
FTE	15,040	2,730	2,167	1,357	256	353

<sup>\*</sup> Including Loan Shops in Poland and DB Credit in Spain Investor Relations  $06/08 \cdot 22$ 





### Italy and Spain: Strong position for further growth



- PBC Spain with 260 branches and PBC Italy with 250 branches
- Strong revenue momentum in advisory segment
  - Italy: Securities revenues +13% vs. 2006
  - Spain: Securities revenues +20% vs. 2006
- Strong client gains in 2007 (Italy +7% and Spain +4%)
- PBC: One of the most important foreign banks (overall and retail) in Italy and Spain, but with large and growing gap to number 1

#### **Options**

#### **External growth:**

High valuations defer adequate pay-back time

#### **Organic growth:**

Focus on selective investments, Italy branch expansion

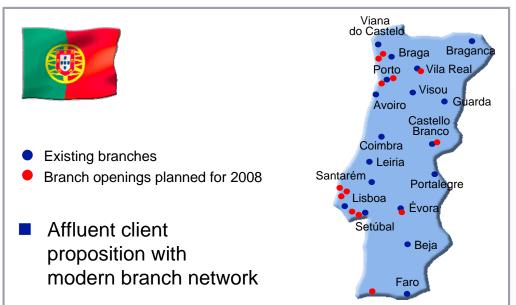
#### **Efficiency:**

 Further improvement of cost efficiency (current cost income ratio is higher than the one of PBC's advisory business)

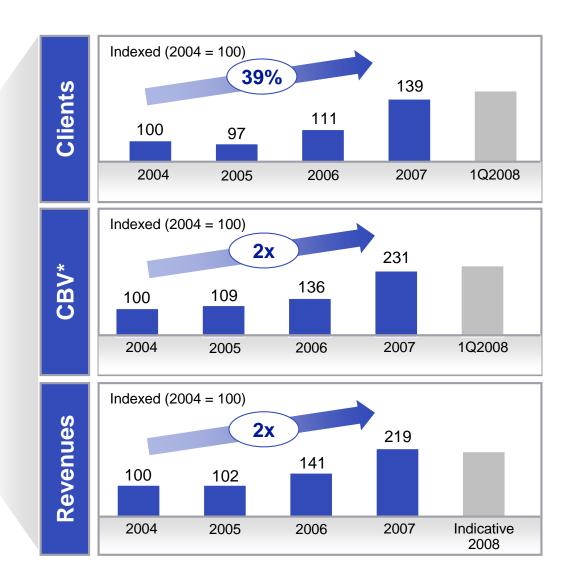




### Portugal: Expansion program fully on track



- At the beginning of our expansion strategy in 2005 we started with 5 branches, expanded to 36 branches by the end of 2007, 20 new branch openings planned for 2008
- 91 Financial agents as additional distribution channel
- Recruitment of 110 new employees in 2008



<sup>\*</sup> Client Business Volume = Invested assets, sight deposits and loans

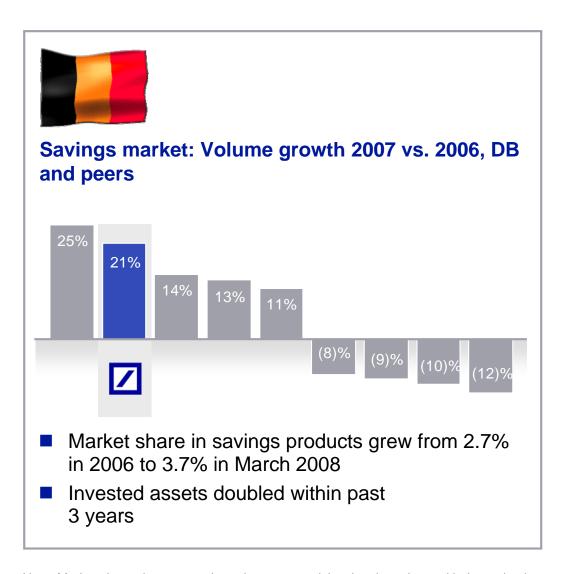
Note: 2004 - 2005 figures are underlying results based on U.S. GAAP; from 2006 onwards figures are reported results based on IFRS

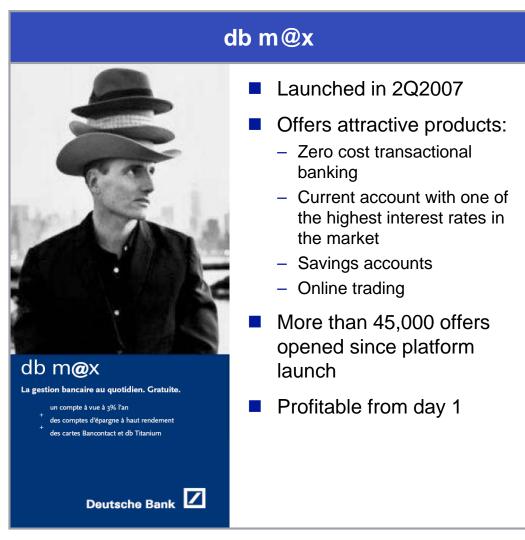
Investor Relations 06/08 · 24





### Belgium: Small but dynamic business





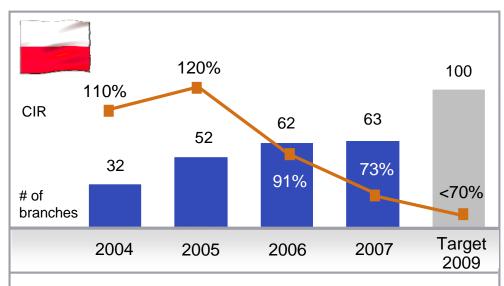
Note: Market share changes are based on press articles, i. e. interviews with the main players, 25 January 2008. Total market savings accounts deposits held by Belgian households is based on the info by Belgostat Investor Relations 06/08 · 25



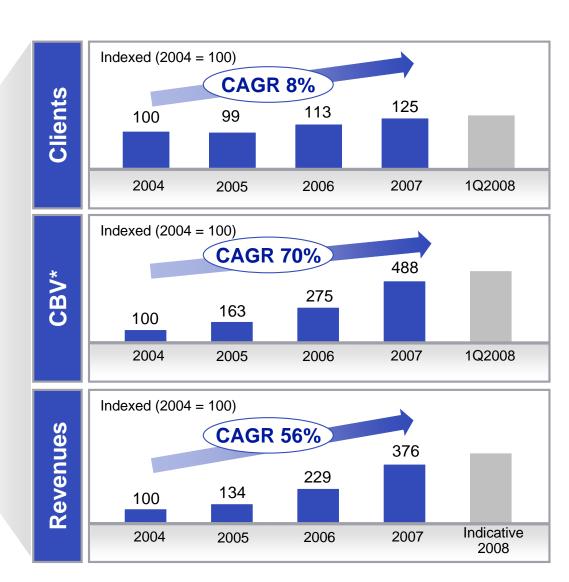
**Deutsche Bank** 



### Poland: Improved efficiency despite continued investments



- After successful restructuring: Doubled our branch network to 63 branches since 2004
- Established new competence: Business Banking Centers
- Strong client and volume gains y-o-y
- Enhanced our CIR to a level of 73% from 120% within only two years
- Expand the branch network up to 100 in the next 2 years



<sup>\*</sup> Client Business Volume = Invested assets, sight deposits and loans

Note: 2004 – 2005 figures are underlying results based on U.S. GAAP; from 2006 onwards figures are reported results based on IFRS

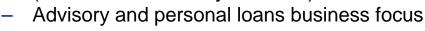
Investor Relations 06/08 · 26



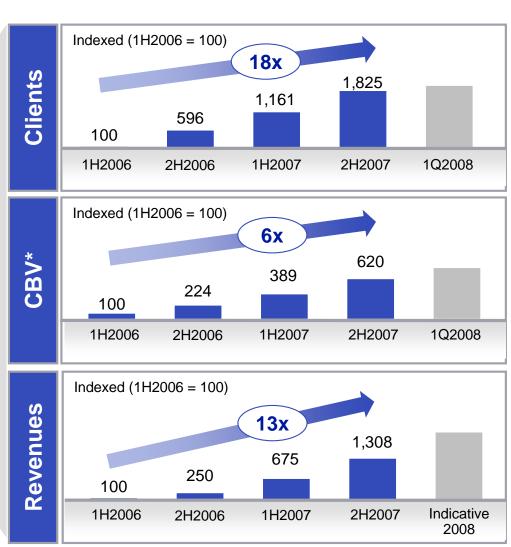


## Asia: In India we successfully started our branch business and credit card activities





Credit card business targeting the upscale 'platinum' segment





<sup>\*</sup> Client Business Volume = Invested assets, sight deposits and loans Investor Relations 06/08 · 27



### **Cautionary statements**

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 26 March 2008 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 contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 1Q2008 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at www.deutsche-bank.com/ir.