# financial transparency.



Geneva, 8 May 2009



### **Agenda**

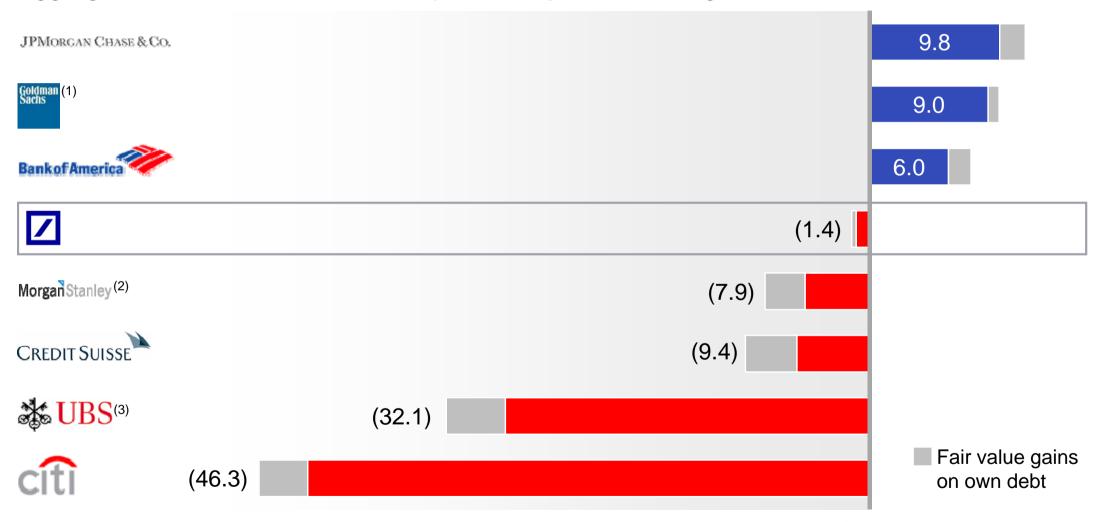
1 Strength through the crisis

2 Well positioned to stay strong ...

... and emerge stronger

### We remain a relative winner through the crisis

Aggregate IBIT, 3Q2007-1Q2009, reported, adjusted for FV gains on own debt, in EUR bn

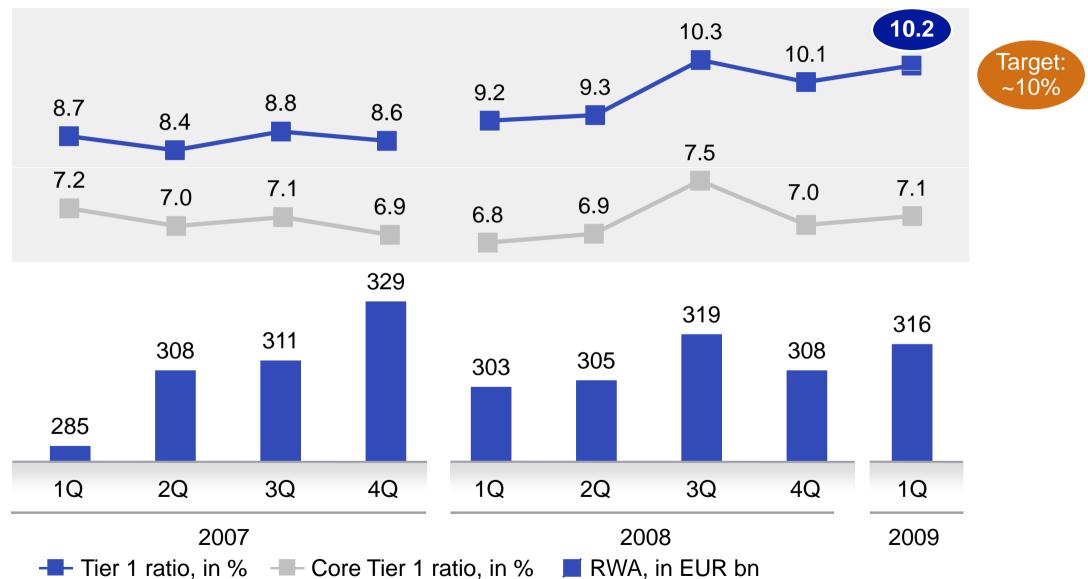


(1) 3Q2007-4Q2008 IBIT and FV gains on own debt based on diverging fiscal year (2) 3Q07/4Q07 IBIT based on diverging fiscal year, 3Q07-4Q08 FV gains on owns debt based on diverging fiscal year (3) Also reflects fair value gain on Mandatory Convertible Notes of EUR 2.4 bn in 1Q2008

Note: Based on FY2007,1Q2008-1Q2009 fair value gains on own debt due to credit spread movements; for peers IBIT reflects IBIT attributable to the shareholders of the parent; converted into EUR based on average FX rate of respective reporting period Source: Company reports **Deutsche Bank** 



### Capital ratios have been strengthened



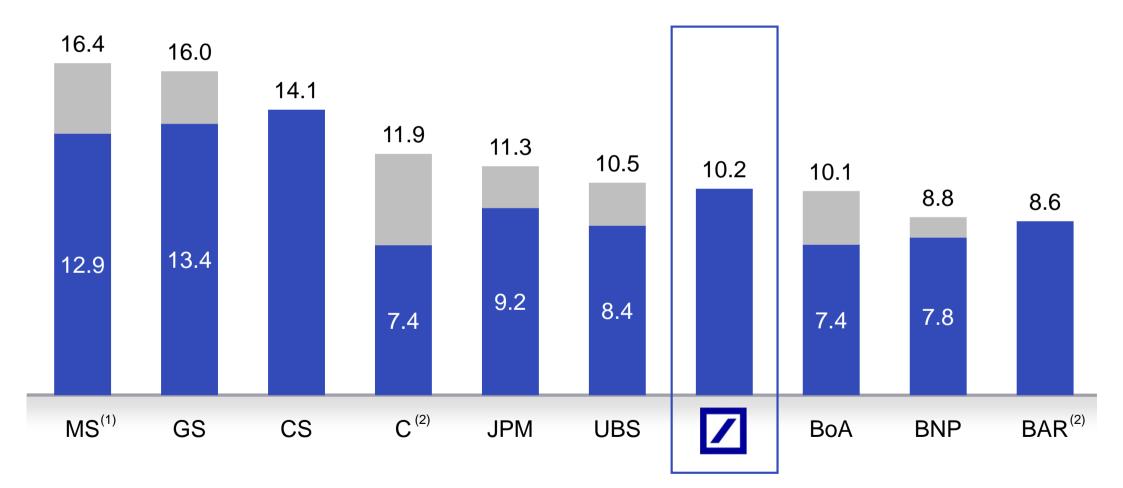


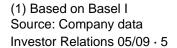
## 1

### Intrinsic capital strength in peer context

Tier I ratio as of 31 March 2009, in %

- Impact of state capital injections
- Tier I ratio excluding state capital injections





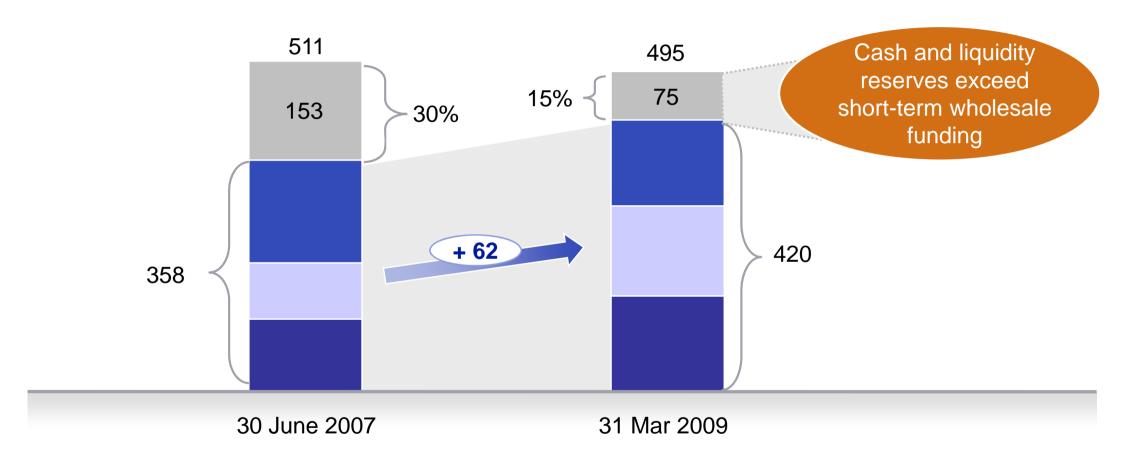
(2) As of 31 December 2008



# 1

## **Unsecured funding: Quantity, quality, consistency**

In EUR bn



Short-term wholesale funding

Capital markets

Fiduciary, clearing & other deposits

Retail deposits





### **Current funding position is very robust**

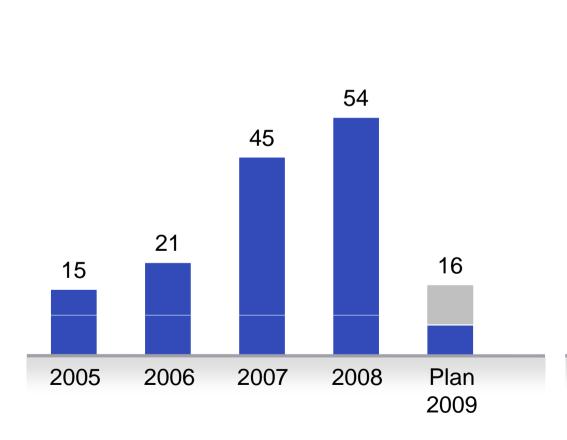
#### Modest additional capital market funding

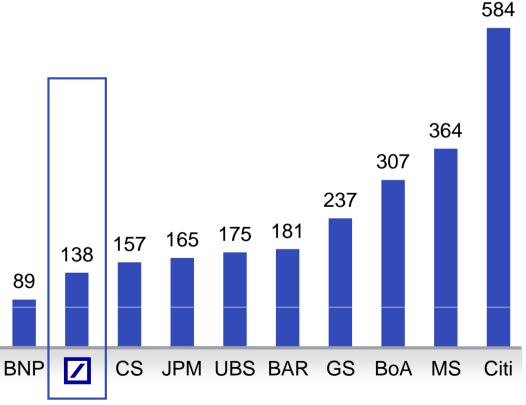
**CDS** spreads support funding cost advantage

New issuance, in EUR bn

Remaining

5-year senior CDS, 5 May 2009, in bps





Source: Bloomberg
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### **Agenda**

1 Strength through the crisis

2 Well positioned to stay strong ...

... and emerge stronger



526

218

1Q

2009

357

169

591

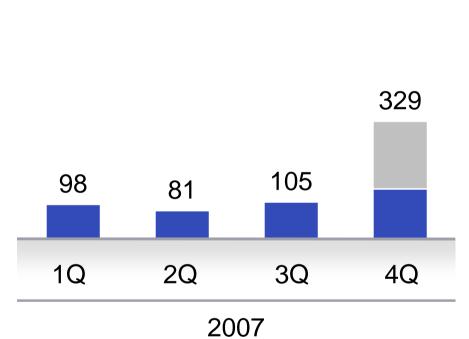
185

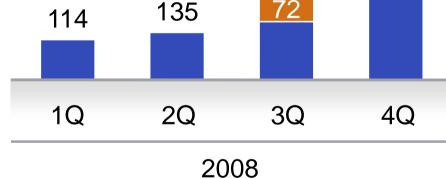
### Provision for credit losses have risen, partly reflecting transfers ...

#### In EUR m





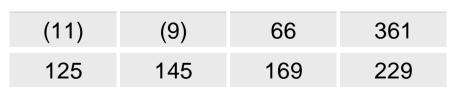




236

Thereof: CIB

(20)	(42)	(19)	190
117	124	124	136



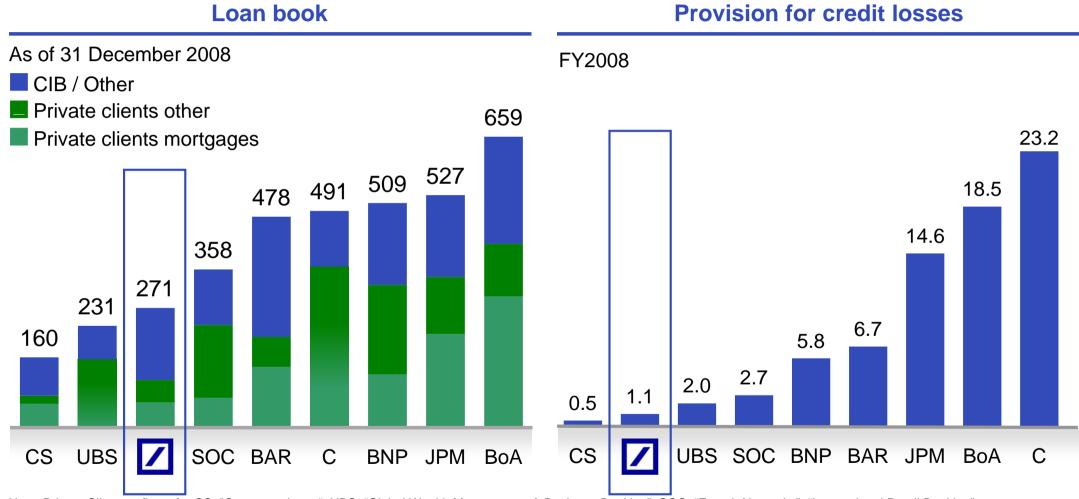
Thereof: PCAM

Note: Divisional figures do not add up due to omission of Corporate Investments Investor Relations  $05/09 \cdot 9$ 



### ... but remain relatively low

In EUR bn



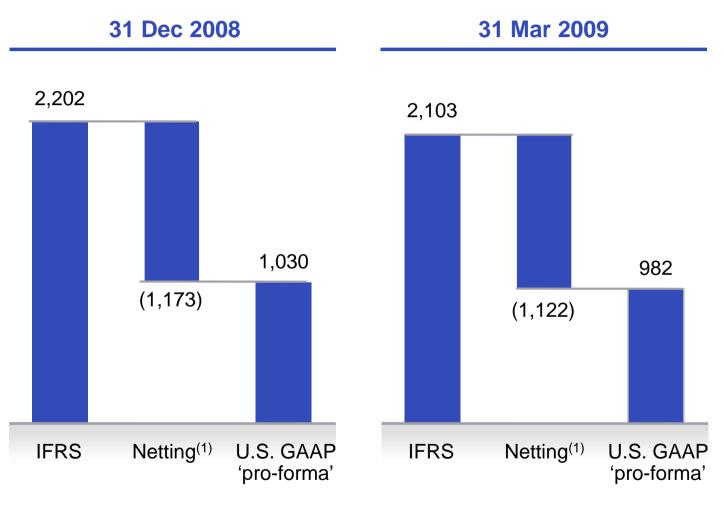
Note: Private Clients reflects for CS: "Consumer loans"; UBS: "Global Wealth Management & Business Banking"; SOC: "French Networks", "International Retail Banking", "Financial Services"; BAR: "Retail business"; C: "Global Cards", "Consumer Banking", "Global Wealth Management"; BNP: "French Retail Banking", "BNL", "International Retail Services"; JPM: "Total Consumer Loans"; BoA: "Consumer"; converted into EUR based on spot/average FX rate of respective reporting period

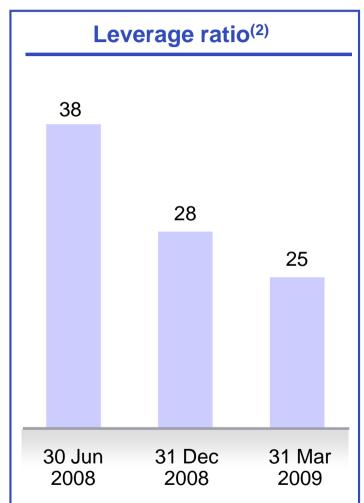
Source: Company disclosure Investor Relations 05/09 · 10



### Significant reduction in balance sheet leverage

Total Assets, in EUR bn





<sup>(1)</sup> For 31 Dec 2008 incl. derivatives netting of EUR 1,097 bn, pending settlements netting of EUR 69 bn and repo netting of EUR 7 bn, for 31 Mar 2009 incl. derivatives netting of EUR 1,020 bn, pending settlements netting of EUR 97 bn and repo netting of EUR 5 bn (2) Assets based on U.S. GAAP 'pro-forma'

Note: Figures may not add up due to rounding differences Investor Relations 05/09 - 11







### **Agenda**

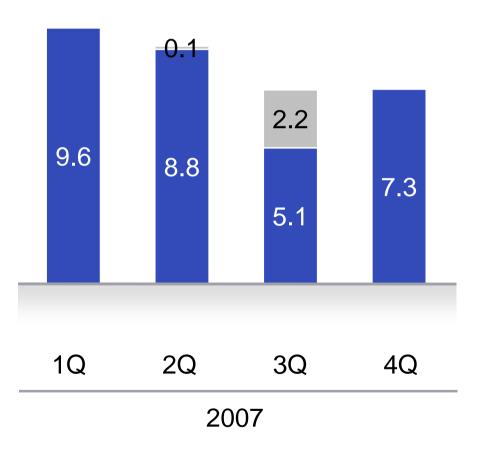
- 1 Strength through the crisis
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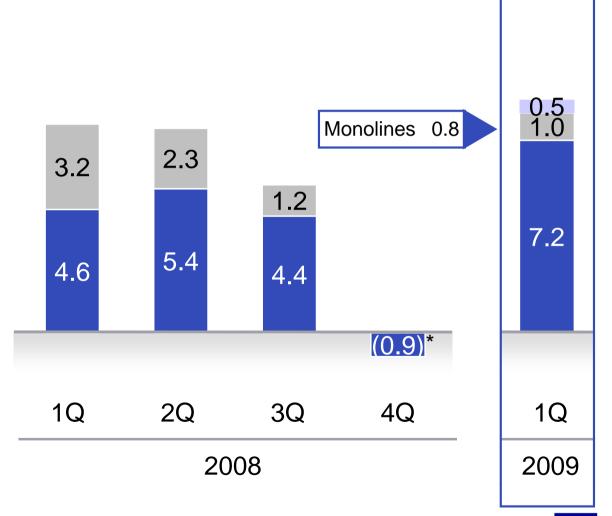
### Revenue generation in the first quarter 2009

In EUR bn









<sup>\*</sup> Includes EUR 0.9 bn of mark-downs Investor Relations 05/09 · 13

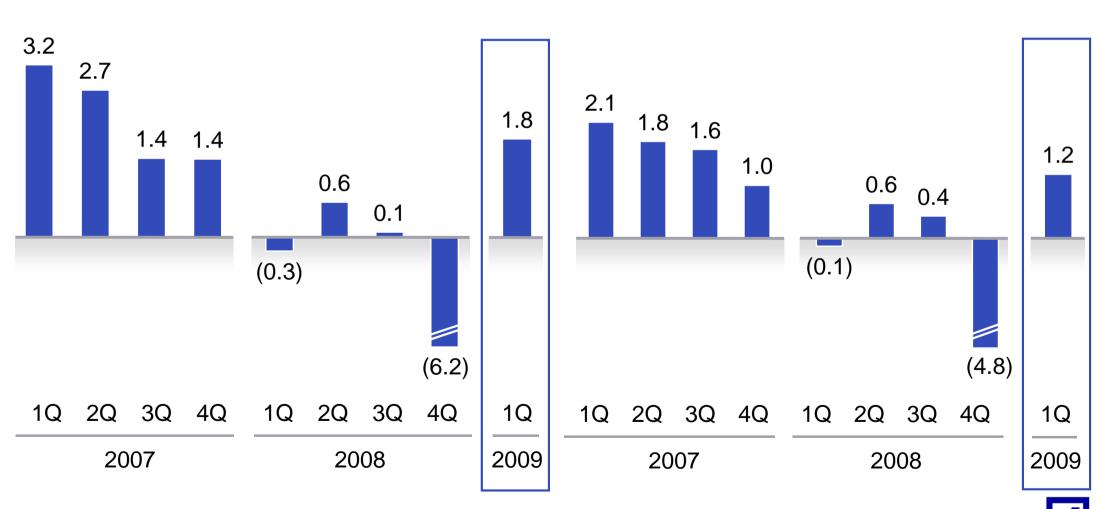


### Substantial profitability, even after mark-downs

In EUR bn



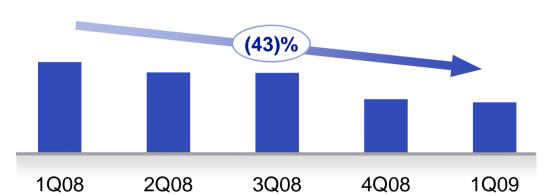
#### **Net income**



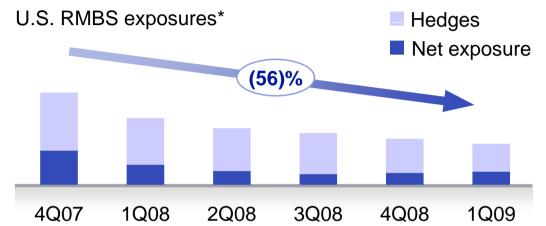
### Continued reduction of risk and costs

#### Maintaining de-levered balance sheet

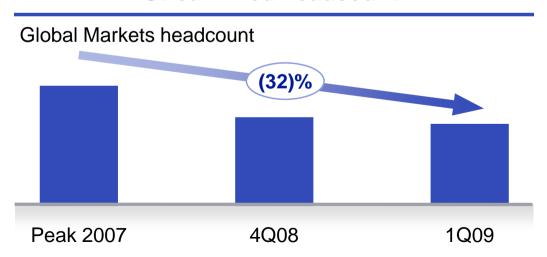
## Global Markets balance sheet (U.S. GAAP 'pro-forma')\*



#### **Continued management of legacy exposures**



#### **Streamlined headcount**



Note: 2007 based on structure as of 2008, 2008 onwards based on latest structure Investor Relations 05/09 · 15



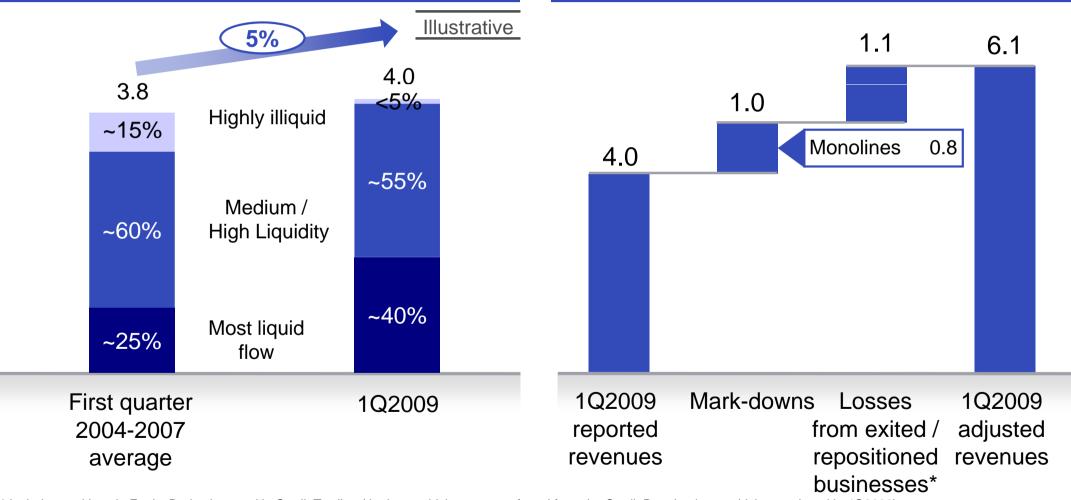
<sup>\*</sup> Per quarter end

### Sales & Trading demonstrated its earnings power

Revenues, in EUR bn

#### Successfully recalibrated business model

#### **High loss absorption capacity**



<sup>\*</sup> Includes positions in Equity Derivatives and in Credit Trading (the latter which were transferred from the Credit Prop business which was closed in 4Q2008) Note: Figures may not add up due to rounding differences

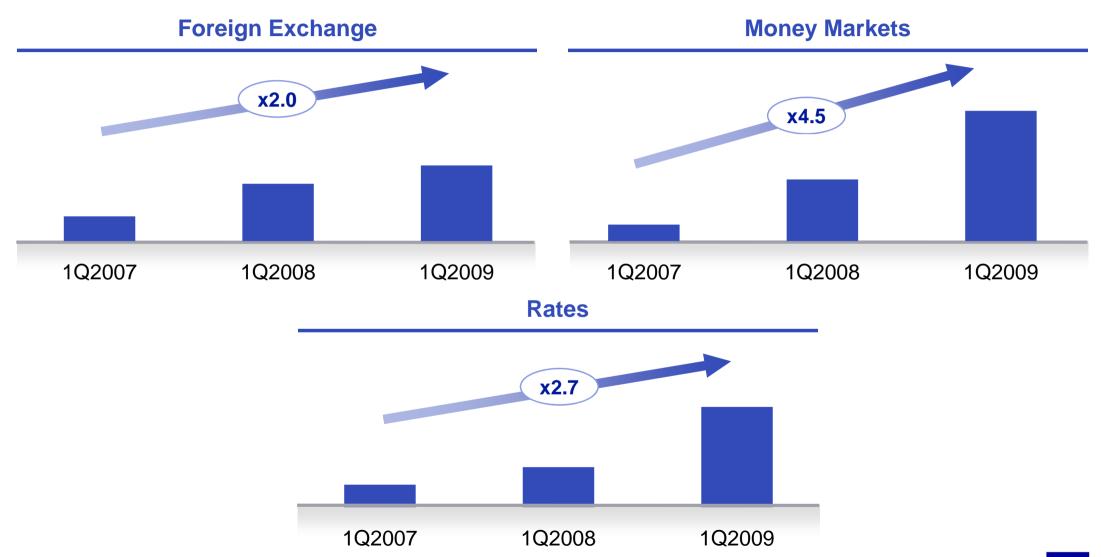


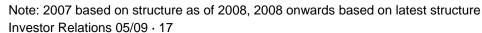




## Sales & Trading 'flow' businesses have grown through the crisis

Indexed, 1Q2007 = 100

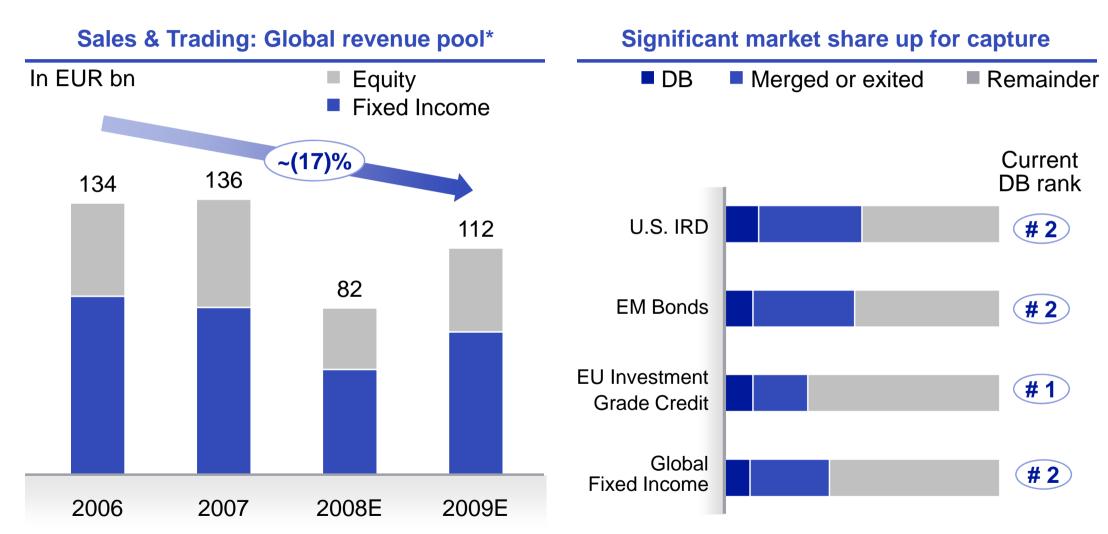






# transparency.

### Global Markets: Opportunity to gain share, despite a lower revenue pool



<sup>\*</sup> Deutsche Bank estimates of top-15 major firms; underlying revenues excluding writedowns Source: Company reporting, Greenwich Associates Note: IRD: Interest Rate Derivatives Investor Relations 05/09 · 18







### **Corporate Finance: Capturing share in tougher conditions**

M&A announced: Ranking by volume in USD bn

Global			EMEA									
2008			1Q09			2008				1Q09		
Rank		<u>Rank</u>			Rar	<u>Rank</u>			<u>Rank</u>			
1 Goldman Sachs	858		1 Morgan Stanley	219	1	Goldman Sachs	554		1	Deutsche Bank	110	
2 JP Morgan	782		2 JP Morgan	203	2	JP Morgan	532		2	Credit Suisse	109	
3 Citi	706		3 Citi	183	3	Citi	448		3	Citi	104	
4 BoA/Merrill Lynch	619	]	4 Goldman Sachs	160	4	Deutsche Bank	402		4	JP Morgan	84	
5 UBS	562		5 Deutsche Bank	133	5	UBS	362		5	UBS	82	
6 Morgan Stanley	552		6 Credit Suisse	116	6	Credit Suisse	347		6	Morgan Stanley	69	
7 Credit Suisse	489		7 BoA/Merrill Lynch	99	7	BoA/Merrill Lynch	320		7	Goldman Sachs	40	
8 Deutsche Bank	487		8 UBS	93	8	Morgan Stanley	299		8	Lazard	39	
9 Barclays Capital	316	]	9 Barclays	70	9	BNP Paribas	234		9	BoA/Merrill Lynch	25	
10 BNP Paribas SA	283	]	10 Evercore Partners	67	10	Lazard	192		10	Rothschild	24	

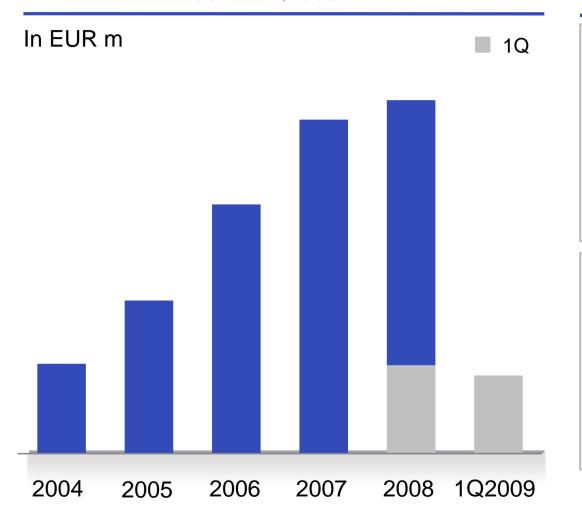
Source: Thomson Financial Investor Relations 05/09 · 19





### **GTB:** Building on strong momentum





#### **Outlook & prospects**

#### **Challenges:**

- Lower interest rates
- FX movements
- Lower equity valuations
- Risk hedging costs

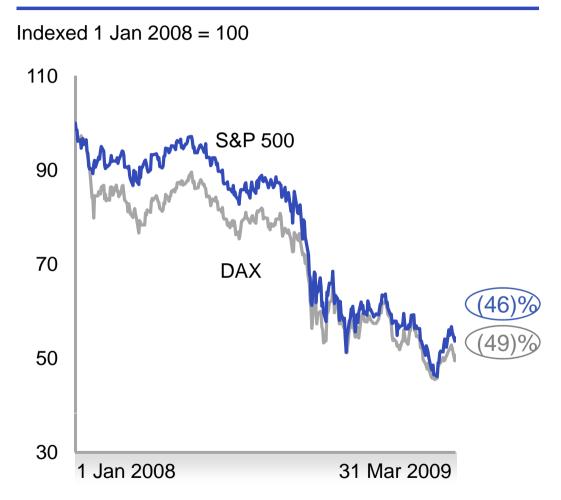
#### **Opportunities:**

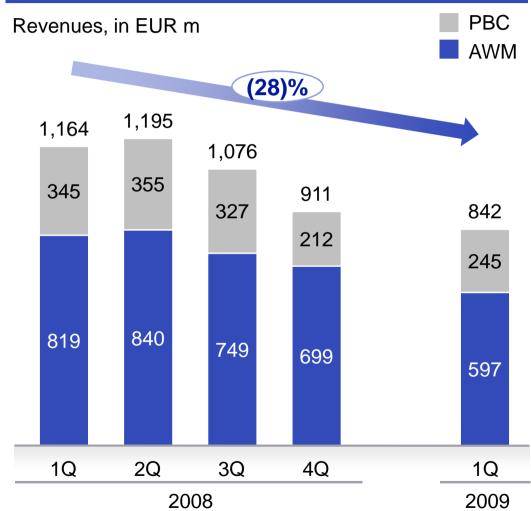
- Expand into new markets
- Attract new clients
- Further develop product offerings
- Capture market share



#### **Equity indices**

#### **Brokerage and portfolio- / fund management**





Note: Figures may not add up due to rounding differences

Source: Bloomberg

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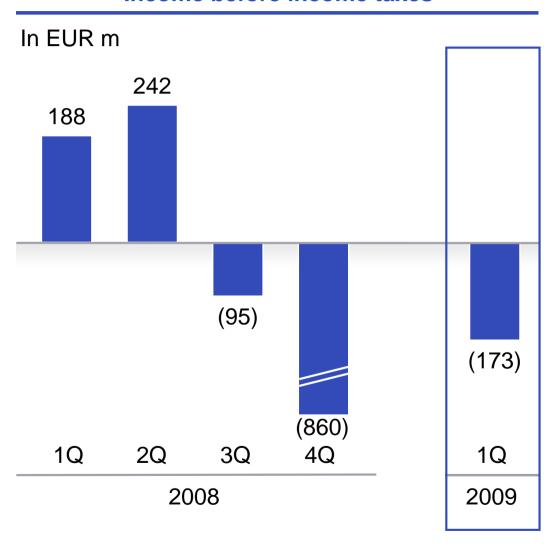




### AWM: Restoring operating leverage at lower market levels

#### Income before income taxes

#### **Outlook & prospects**



#### **Asset Management**

- Reposition European MM fund exposure
- Right-size RREEF
- Downsize hedge fund platform
- Cost savings in mid / back office

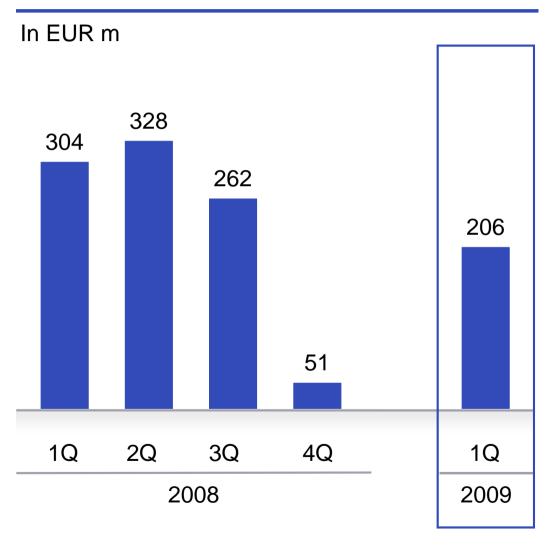
#### **Private Wealth Management**

- New advisory and product opportunities
- Opportunities to capture market share
- Cost savings measures
- Efficiency improvements



### PBC: Implementation of 'Growth and Efficiency' program





#### **Business model**

- Advisory banking: Position for recovery in investment products via selective investments
- Consumer banking: Position for margin compression via cost-efficiency
- Leverage customer capture of prior year(s)

#### **Efficiency program**

- Middle-office consolidation
- Integration of credit operations
- Back-office efficiency

#### Postbank co-operation

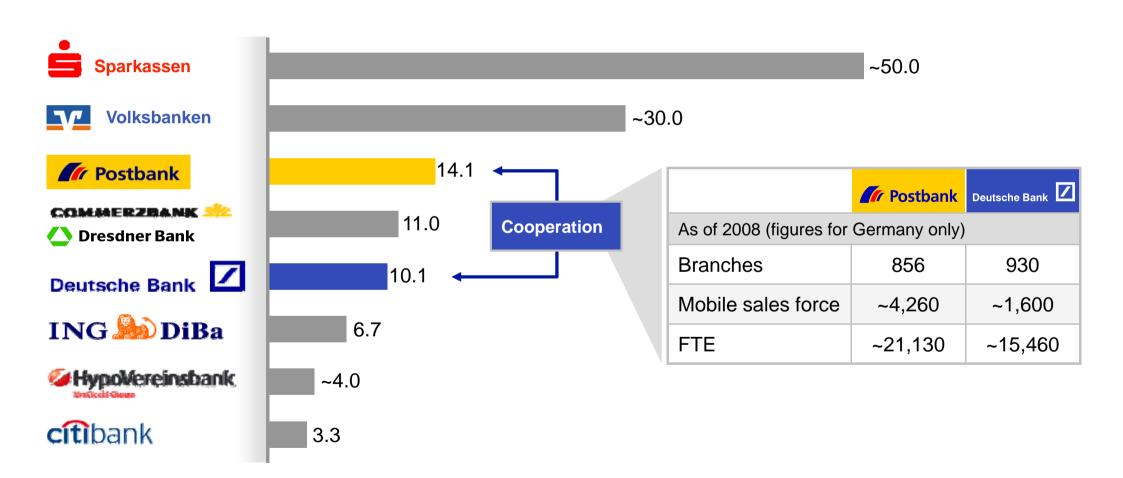
- Product and distribution synergies
- Joint purchasing / infrastructure synergies
- Expected run-rate pre-tax impact of EUR ~120-140 m within 3-4 years





### Deutsche Postbank: Considerable strategic optionality

Clients of German retail banks as of 2008, in million\*





<sup>\*</sup> Source: Company website, Press releases Investor Relations 05/09 · 24



### **Cautionary statements**

Unless otherwise indicated, the financial information provided herein has been prepared under International Financial Reporting Standards (IFRS).

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 www.deutsche-bank.com/ir.

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 1Q2009 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>.

