

**financial**  
transparency.

## **Private Wealth Management**

**Pierre de Weck**

**Global Head of Private Wealth Management**



**Citigroup – Swiss Private Banking Roundtable  
Zurich, 12 July 2006**

A Passion to Perform.

**Deutsche Bank**





# Agenda

1

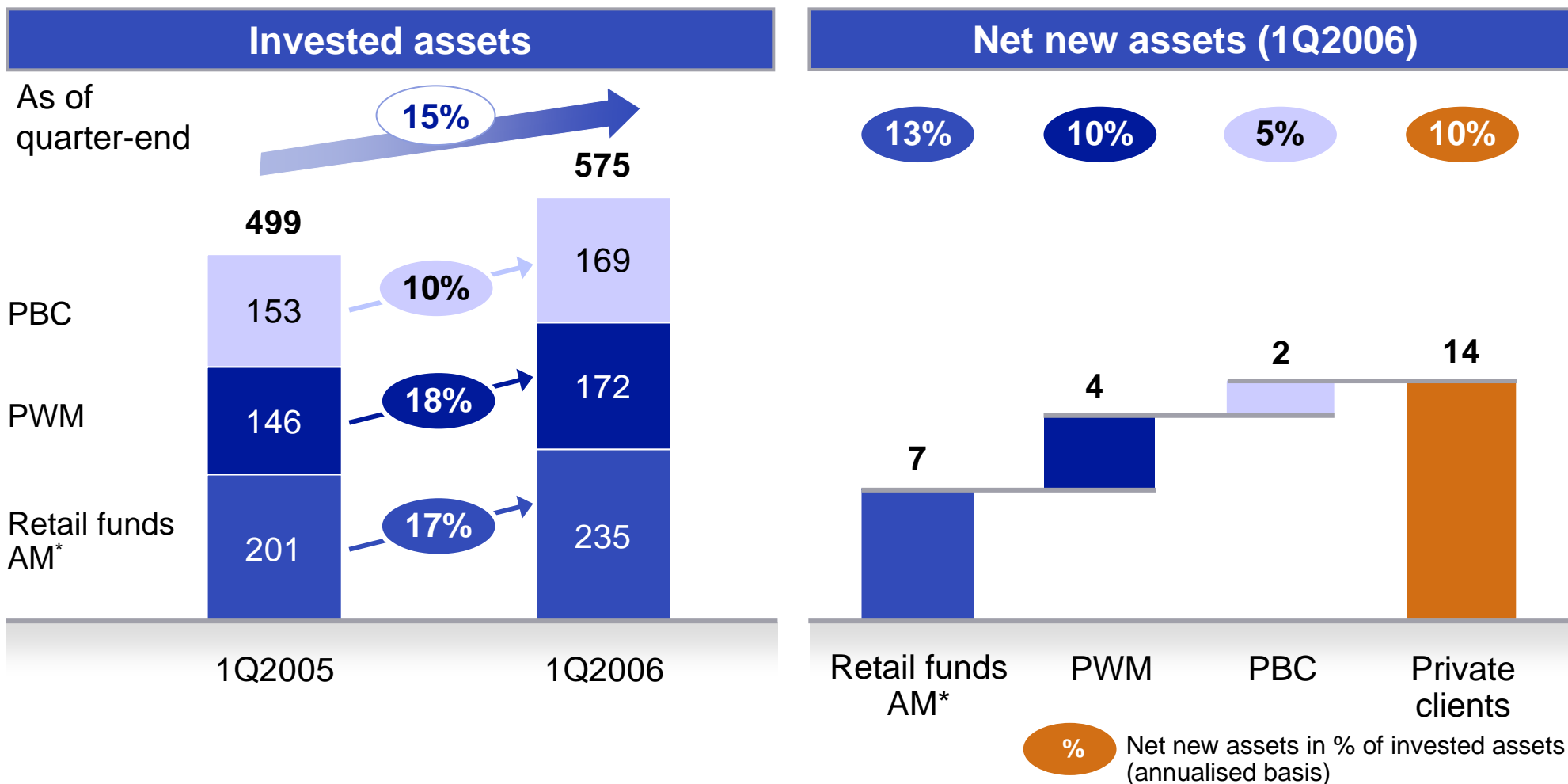
**Introduction to PWM and its business model**

2

**PWM's track record and growth strategy**

# Deutsche Bank's strong and growing private clients franchise

In EUR bn



\* Adjusted for invested assets within AM which were sold to Aberdeen Asset Management PLC

Note: Figures may not add up due to rounding differences

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## PWM as one of Deutsche Bank's five core businesses

### CIB

Global  
Markets

Global  
Banking

### PCAM

Private  
Wealth  
Management

Asset  
Management

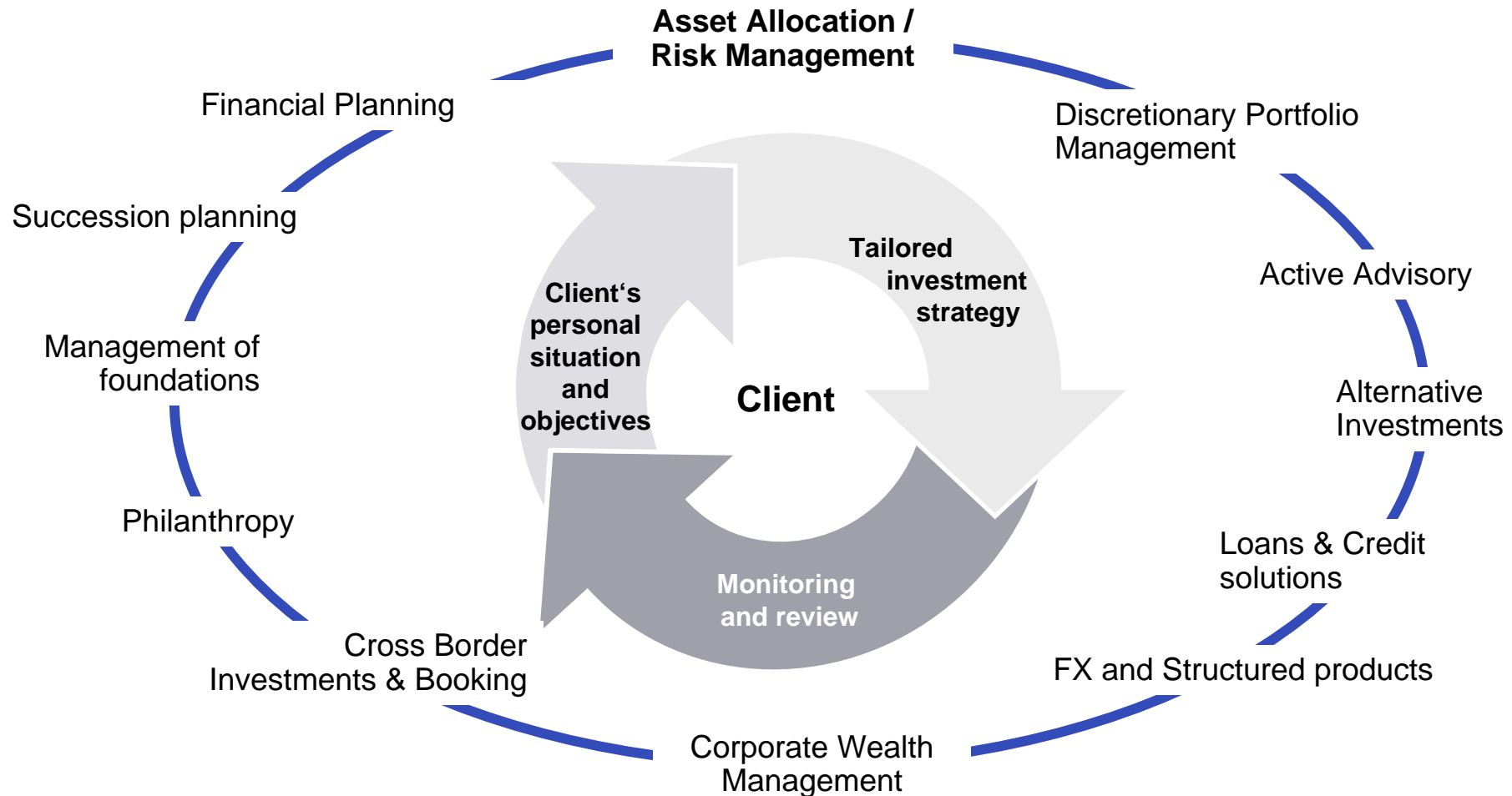
Private &  
Business  
Clients

### PWM Mission Statement

"To be the lead trusted advisor for wealthy individuals,  
their families and select individuals worldwide"

- Top tier global franchise, driven by client focus and innovation
- Key proposition in innovative solutions for wealth creation and risk management
- Global investment process: the bank's intellectual capital for the client
- Full scope of product and service offering with performance track record

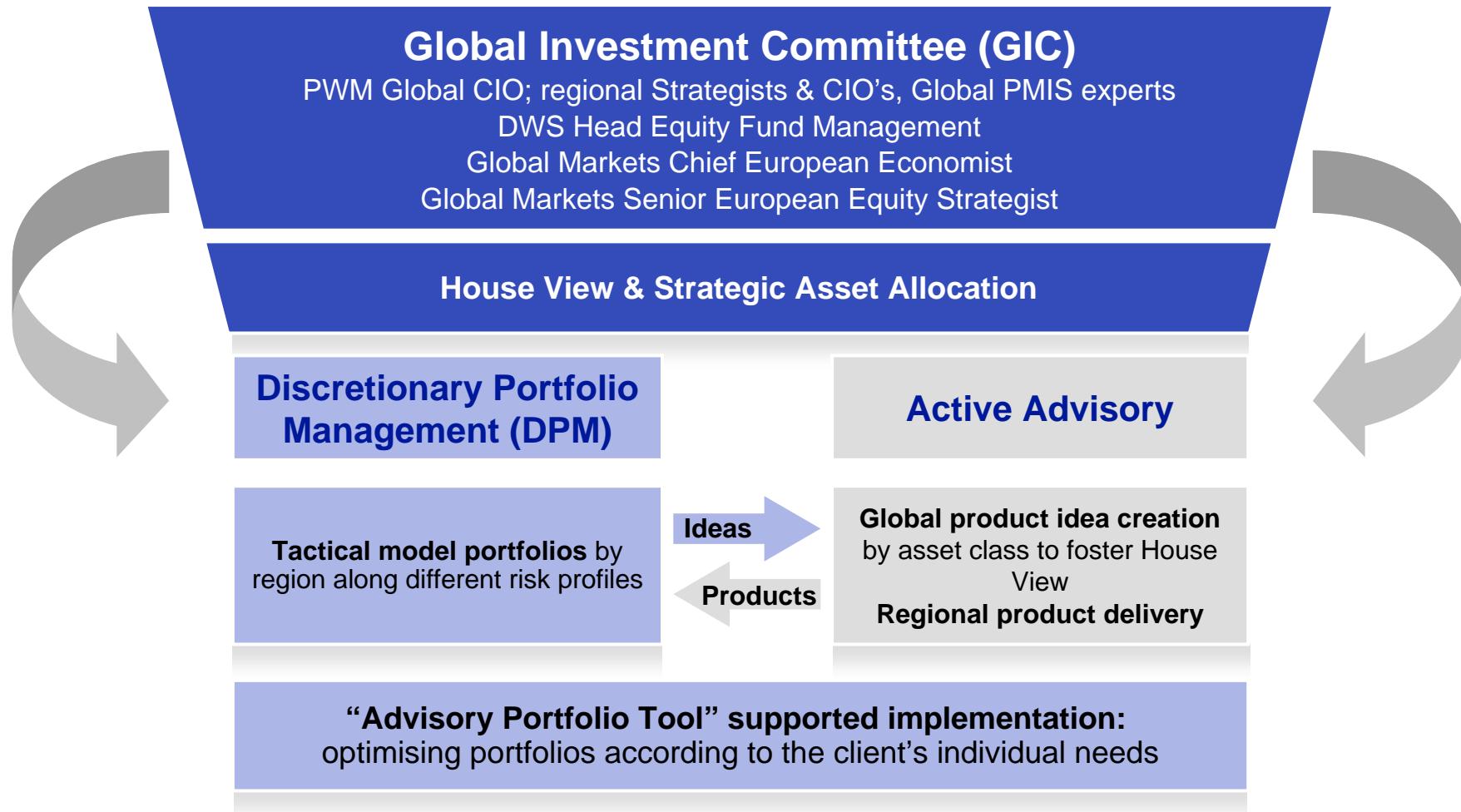
## Integrated holistic service offering ...



... based on access to DB's global offering & know-how



# PWM investment process: Strong intellectual capital for our clients





## PWM team approach enabling a strong client focus

Relationship Manager (RM)	Investment Manager (IM)	Client Assistant (CA)
<ul style="list-style-type: none"><li>■ Strategic asset allocation</li><li>■ Advice on service model (discretionary / advisory portfolio management)</li><li>■ Responsibility for client retention</li></ul>	<ul style="list-style-type: none"><li>■ Tactical asset allocation</li><li>■ Advisory portfolio management/ Active Advisory</li><li>■ Responsibility for performance of client portfolio</li></ul>	<ul style="list-style-type: none"><li>■ Client service, daily banking services and professional reporting</li><li>■ Preparation of investment proposals and client presentations</li><li>■ Responsible for client administration</li></ul>



**High Service Quality**



**High Client Satisfaction**



**New Client Referrals**



# Agenda

1

Introduction to PWM and its business model

2

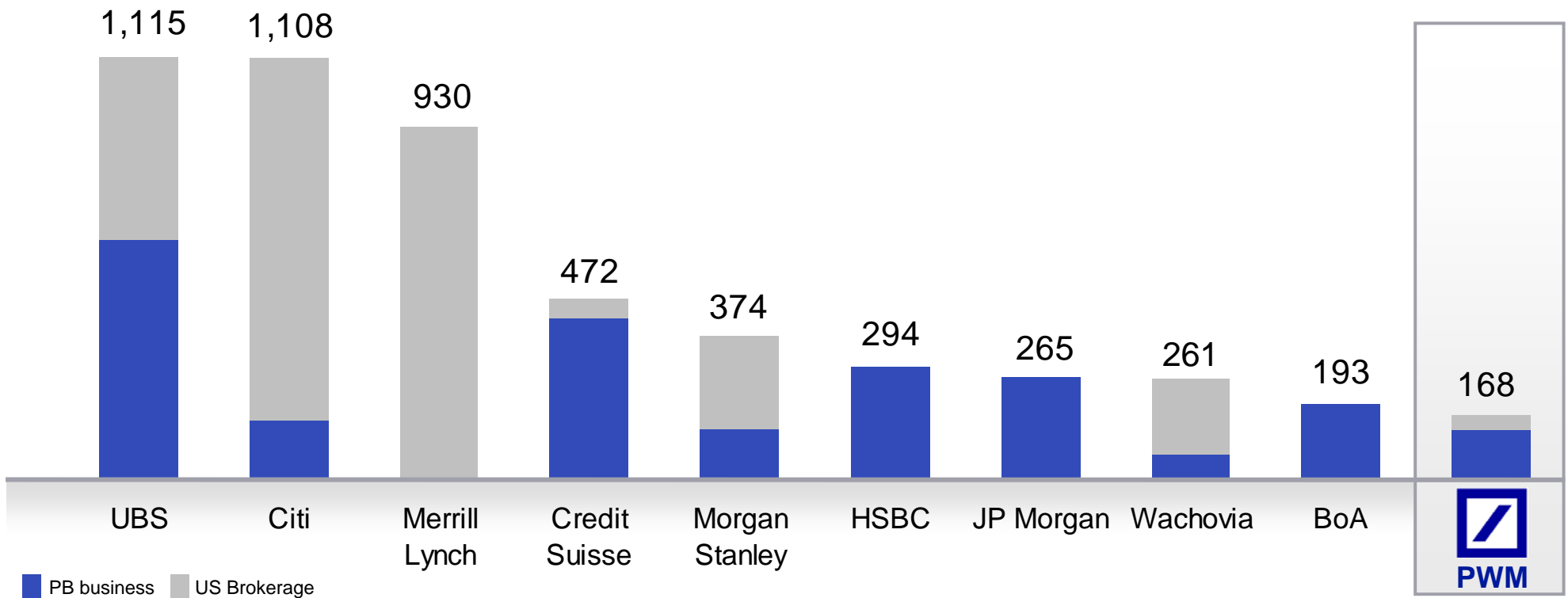
PWM's track record and growth strategy



# PWM with solid position among global private banking peers ...

## Private Banking industry ranking

Invested assets as of 31 Dec 2005, in EUR bn



Source: Scorpio Consulting, June 2006, PWM estimates.

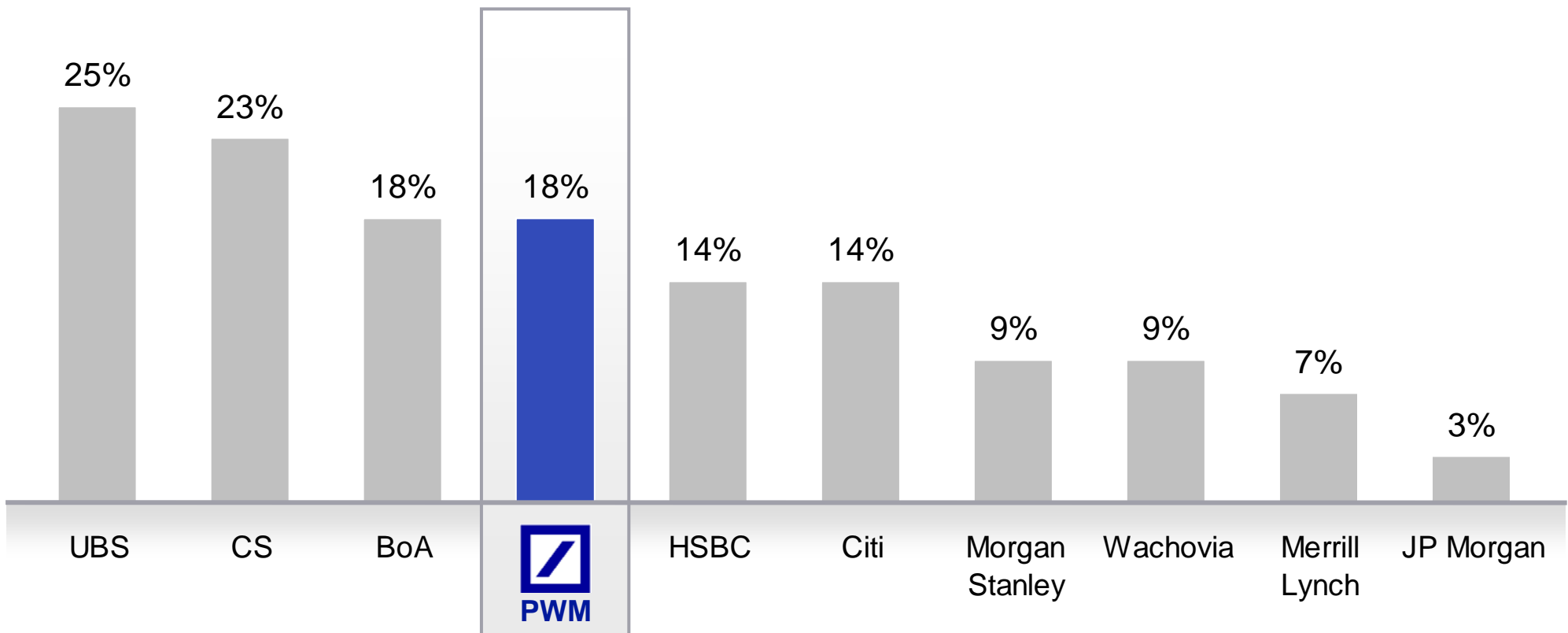
Please note: Minimum investments range from EUR 100,000 to EUR 2 m. HSBC assumed to include retail assets; no further detail available



## ... and top tier in terms of growth

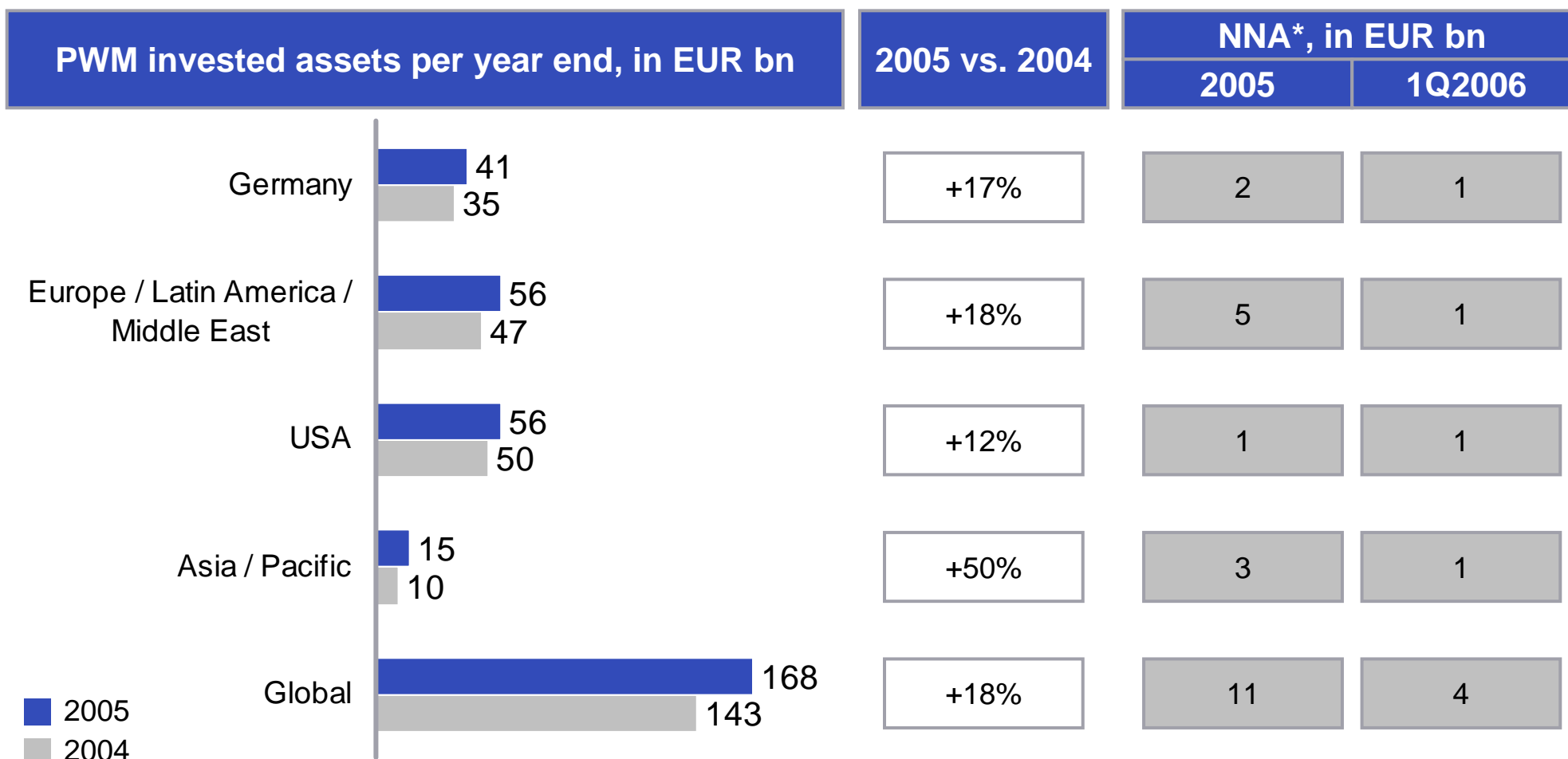
### Private Banking Peers: YoY asset growth

Change in overall invested assets in private banking division 2005 vs. 2004 (in reporting currency)





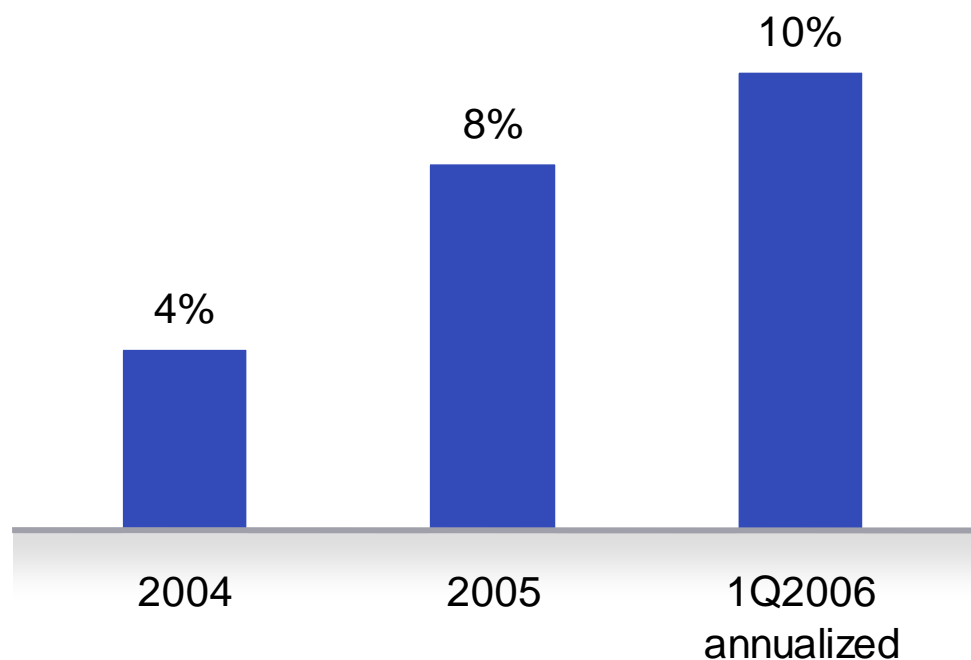
## Growth across all regions demonstrates strength of PWM business model



\* NNA: net new assets  
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## Strong key performance indicators (KPI's) supporting profitable growth

### Net new assets in % of invested assets<sup>(1)</sup>



### Strong KPI improvement driving profits 2004 – 2005<sup>(2)</sup>:

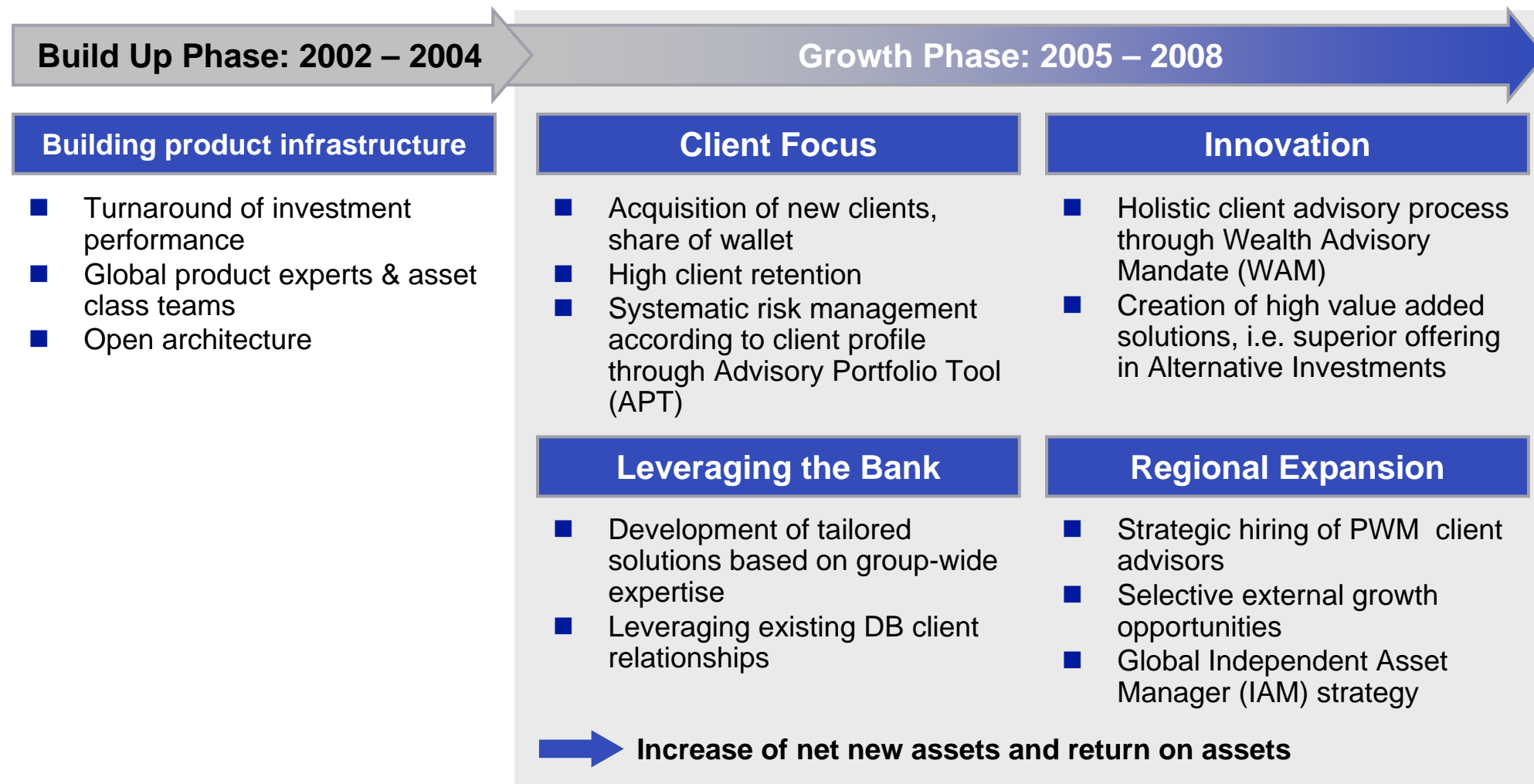
- Net new assets more than doubled, paving the way for tomorrow's revenue
- Cost-income ratio down 6 ppt, financing growth by efficiency gains
- Return on assets up by 4 bps, driven by dedicated margin expansion strategy
- Rise in pre-tax profit yoy at 90% (1Q06/1Q05 at 41%)

(1) Net new assets at end of period over invested assets at start of period

(2) adjusted for discontinued business / one-off gains



## Going forward, PWM's focus is on growth and regional expansion

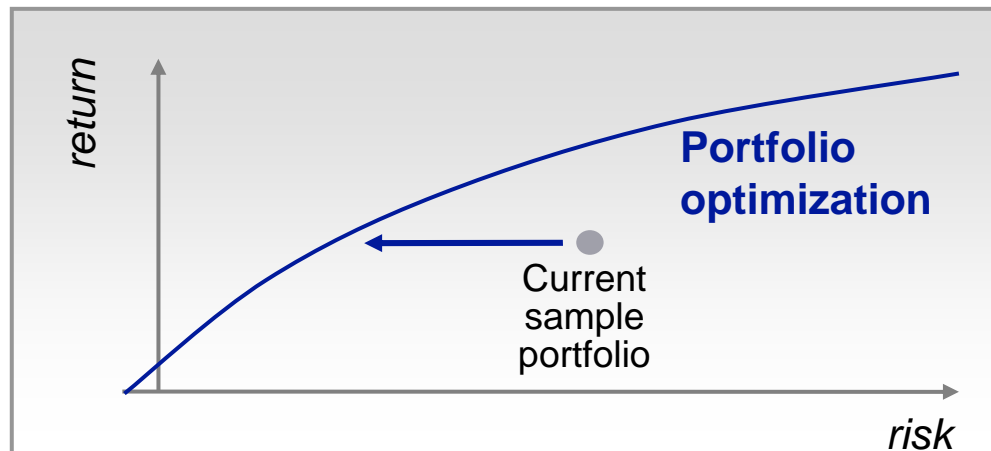




## Growth through client focus: Systematic risk management through Advisory Portfolio Tool (APT)

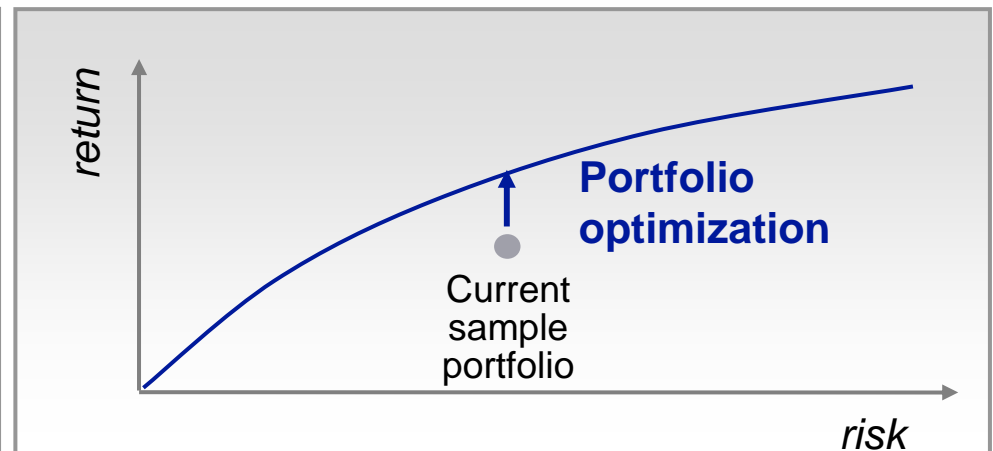
### Minimize risk

The currently accepted risks are too high. The same profitability can be achieved with less risk



### Maximize opportunities

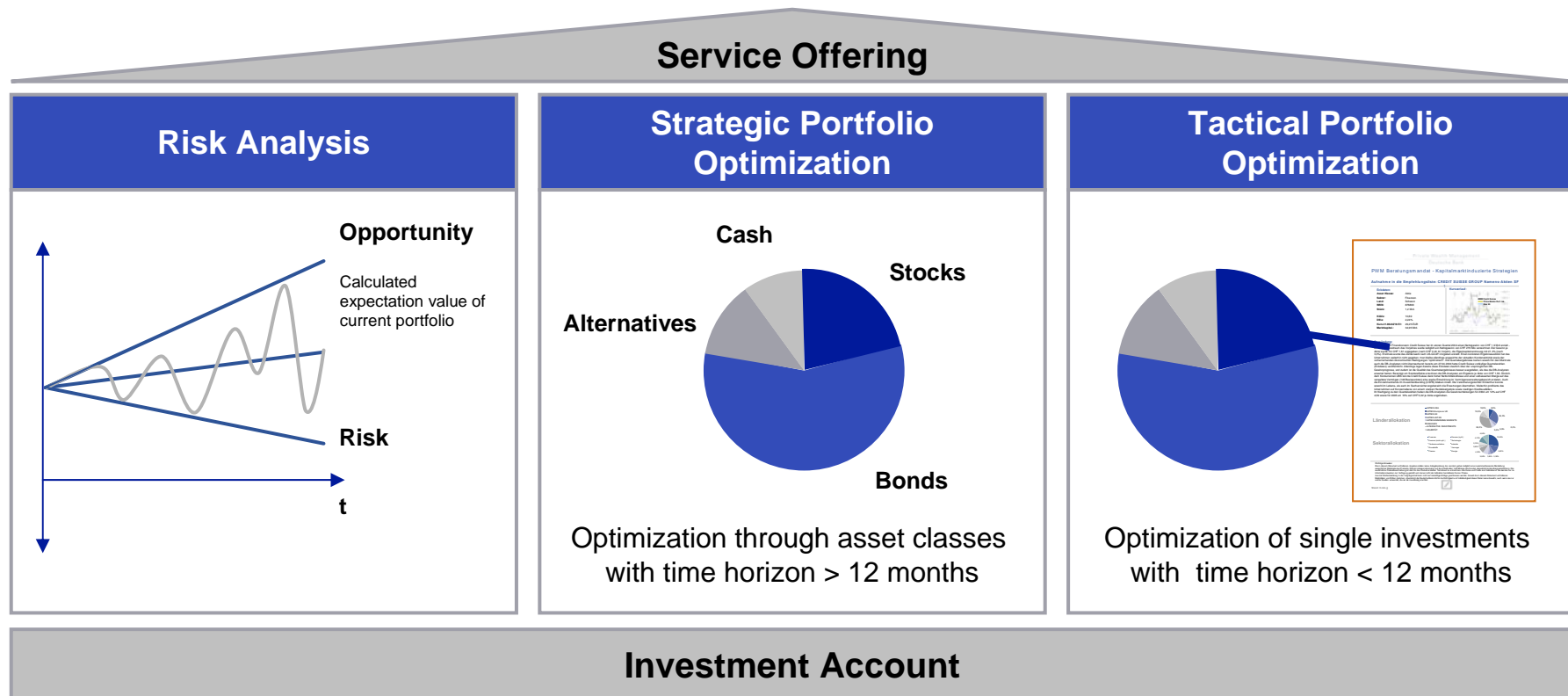
The performance potential can be increased while keeping risk at constant level



**Our clients' portfolios are optimized as set out by their individual risk-profile**



# Growth through innovation: Holistic client advisory process through Wealth Advisory Mandate (WAM)



Our clients choose an individual service level according to their specific needs



## Growth through innovation: Superior offering in Alternative Investments

### Private Equity

- Pre-selected managers with a basket for direct co-investments
- Privileged access through PWM
- Lower minimum investment levels

### Single Manager Hedge Funds

- UHNW-specific offering
- Portfolio modelling and specialized reporting
- Wide coverage of HF strategies

### Real Estate

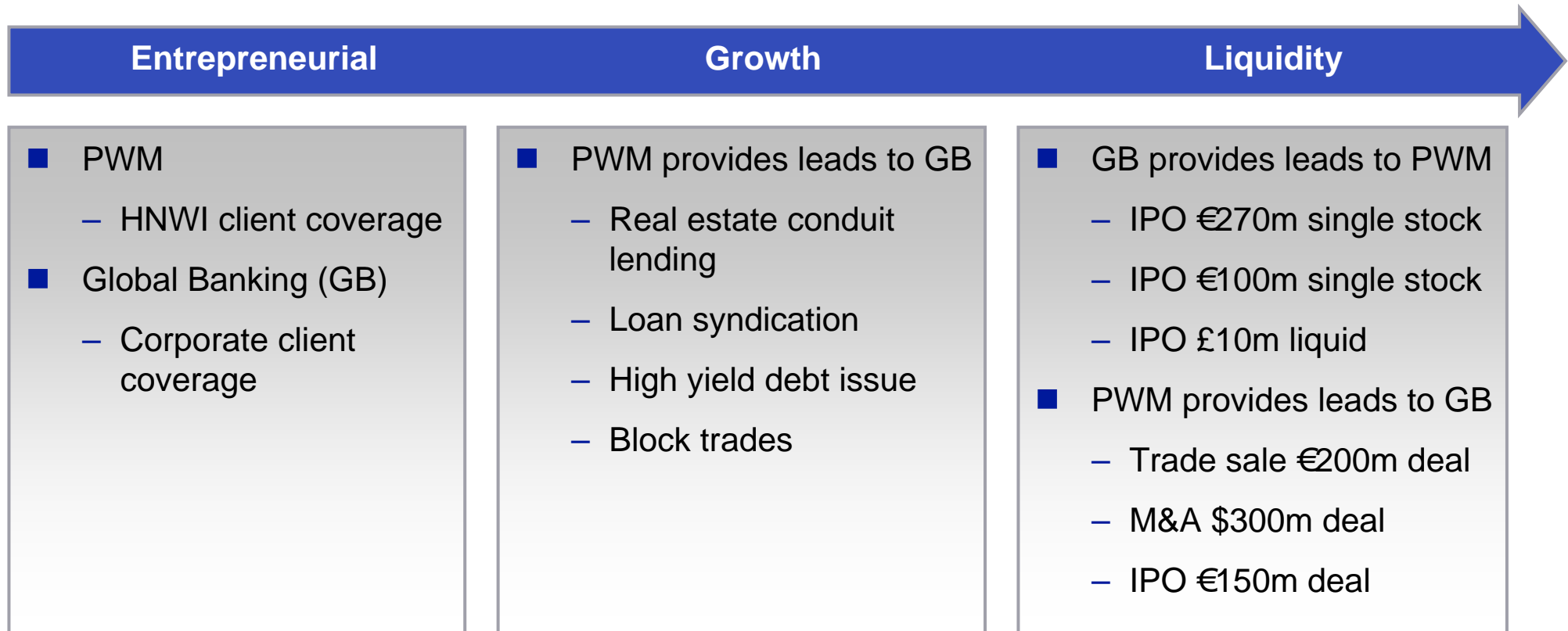
- Real-estate fund consisting of 65 assets globally
- Developed with DeAM, investment alongside institutional investors
- Financial / tax structuring



**Our clients require asset diversification – Alternative investments are an integral part of PWM's offering**



## Growth through leveraging existing Deutsche Bank client relationships: Covering the client life cycle



**Our clients are supported by DB over time throughout their changing liquidity situation**

# Regional expansion strategies to further tap growth potential



Business model  
convergence strategy



Market entry strategy



Expand Russia onshore



C<sup>2</sup> – Leverage Global  
Banking



Enter China onshore  
market



Increase Swiss onshore and  
offshore business



Strengthen India onshore  
presence



Grow market share –  
Independent Asset  
Manager initiative



Strengthen ME/A  
presence



Strategic hiring of PWM client advisors

Selective external growth opportunities

Global Independent Asset Manager (IAM) strategy

Leveraging the Bank





# Summary

## 1 Introduction to PWM and its business model

- Core division within Deutsche Bank with access to Group know-how
- Trusted advisor
- Global business model
- Core offering around asset allocation and risk management

## 2 PWM's track record and growth strategy

- Success story of growth: Strong increase in assets and KPI's driving profits
- Four pillars of growth strategy
  - Client focus: Systematic risk management according to client profile (e.g. APT)
  - Innovation: Holistic client advisory process and high-value added investment solutions (e.g. WAM, Alternative Investments)
  - Leveraging the Bank: Leveraging client-relationships (e.g. C<sup>2</sup> - Connectivity with Global Banking)
  - Regional expansion: tapping further growth potential (e.g. investing in growth markets, client advisors, selected M&A)



## Cautionary statement regarding forward-looking statements and non-U.S. GAAP financial measures

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations. Any statement in this presentation that states our intentions, beliefs, expectations or predictions (and the assumptions underlying them) is a forward-looking statement. 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 23 March 2006 on pages 7 through 13 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from [www.deutsche-bank.com/ir](http://www.deutsche-bank.com/ir).

This presentation contains non-U.S. GAAP financial measures. For a reconciliation to directly comparable figures reported under U.S. GAAP refer to the 1Q2006 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at [www.deutsche-bank.com/ir](http://www.deutsche-bank.com/ir).