

Deutsche Bank



# Annual Media Conference 2019

1 February 2019 – Frankfurt am Main

# From stabilisation to controlled growth



Stabilisation

Controlled growth

Achieved first full-year net profit since 2014 with increased pre-tax profit



Delivered on adjusted cost and headcount target for 2018



Executed on our strategy while further strengthening our controls



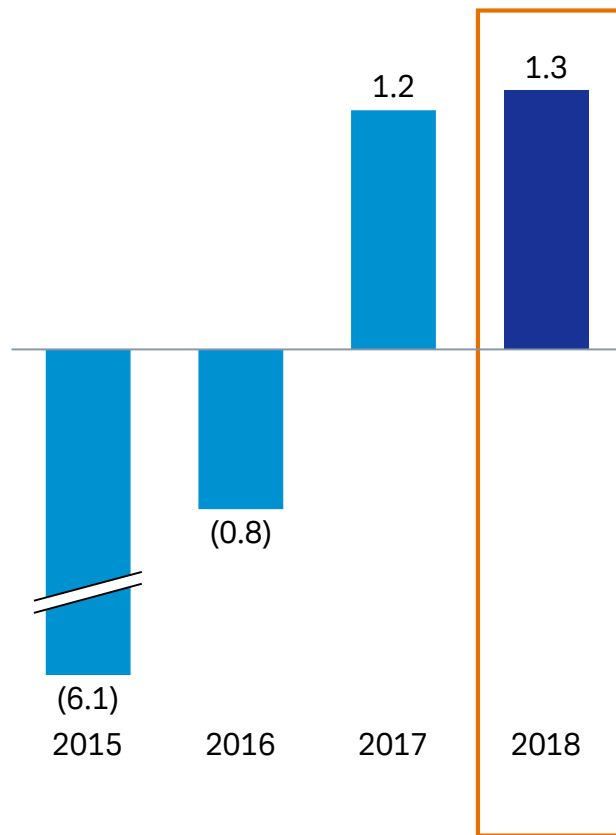
Maintained strong balance sheet and liquidity



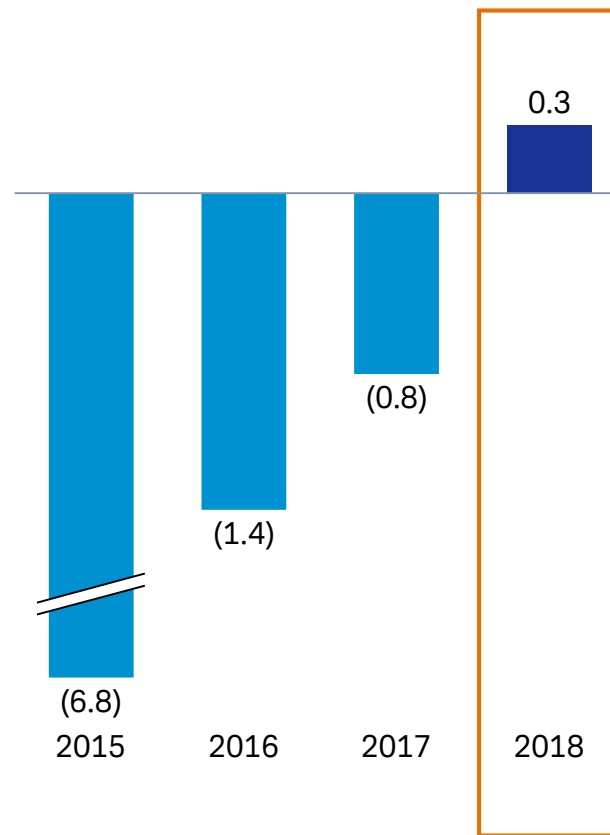
# 2018 | Our first full-year net profit since 2014



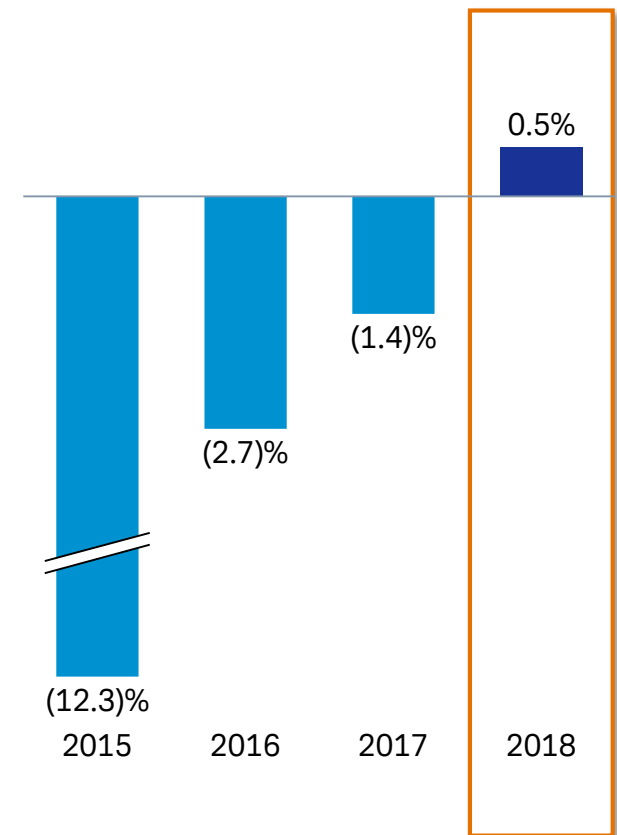
Profit (loss) before tax<sup>(1)</sup> (€ bn)



Net income<sup>(2)</sup> (€ bn)



Post-tax return on tangible equity



Note: Throughout this presentation totals may not sum due to rounding differences  
 (1) Income (loss) before income taxes (IBIT) under IFRS  
 (2) Net income attributable to DB shareholders and additional equity components

# 2018 | We delivered on our promises



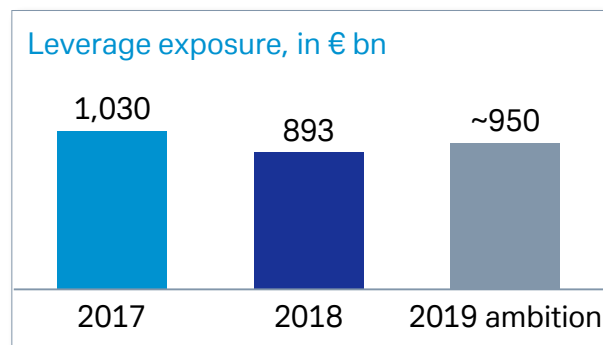
	Target	Results	
Adjusted costs <sup>(1)</sup>	€ 23 bn	€ 22.8 bn	
Employees <sup>(2)</sup>	<93.0 k	91.7 k	
CET1 capital ratio	>13%	13.6%	

(1) Throughout this presentation adjusted costs are defined as total noninterest expenses excluding impairment of goodwill and other intangible assets, litigation, and restructuring and severance. Noninterest expenses were € 23.4 bn for 2018 and € 5.6 bn for 4Q18

(2) Internal full-time equivalents



## Corporate & Investment Bank

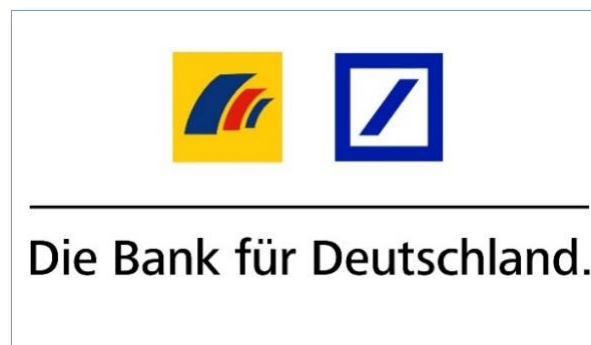


✓ Integrated client coverage

✓ Reduced leverage exposure mainly in Equities and US Rates

✓ Measured and targeted cost reductions

## Private & Commercial Bank



✓ German legal entity merger completed including waiver approval

✓ Finalisation of Sal. Oppenheim integration & partial sale of Poland retail

✓ Further optimised branch network

## DWS / Asset Management



✓ Enhanced independent identity post IPO

✓ Tightened cost discipline in difficult market environment

✓ Formed strategic alliances / partnerships with Nippon Life, Tikehau and Generali

# 2018 | Solid balance sheet and strong liquidity



	2007 – pre-crisis		2015		2018
CET1 ratio <sup>(1)</sup>	8.6% <sup>(2)</sup>	↗	11.1%	↗	13.6%
Total assets (IFRS)	€ 2,020 bn	↘	€ 1,629 bn	↘	€ 1,348 bn
Liquidity reserves	€ 65 bn	↗	€ 215 bn	↗	€ 259 bn
Average Value-at-Risk	€ 86 m	↘	€ 43 m	↘	€ 27 m
Most stable funding <sup>(3)</sup>	30%	↗	74%	↗	79%

(1) Fully-loaded

(2) 2007 ratio includes hybrid instruments as the definition of CET1 ratio did not exist under the previous Basel regime

(3) Most stable funding as a proportion of the total external funding profile. Most stable funding is defined as funds from Capital Markets & Equity, Retail, Transaction Banking and Wealth Management deposits

# 2018 | Select financials at a glance



In € m,  
unless stated otherwise

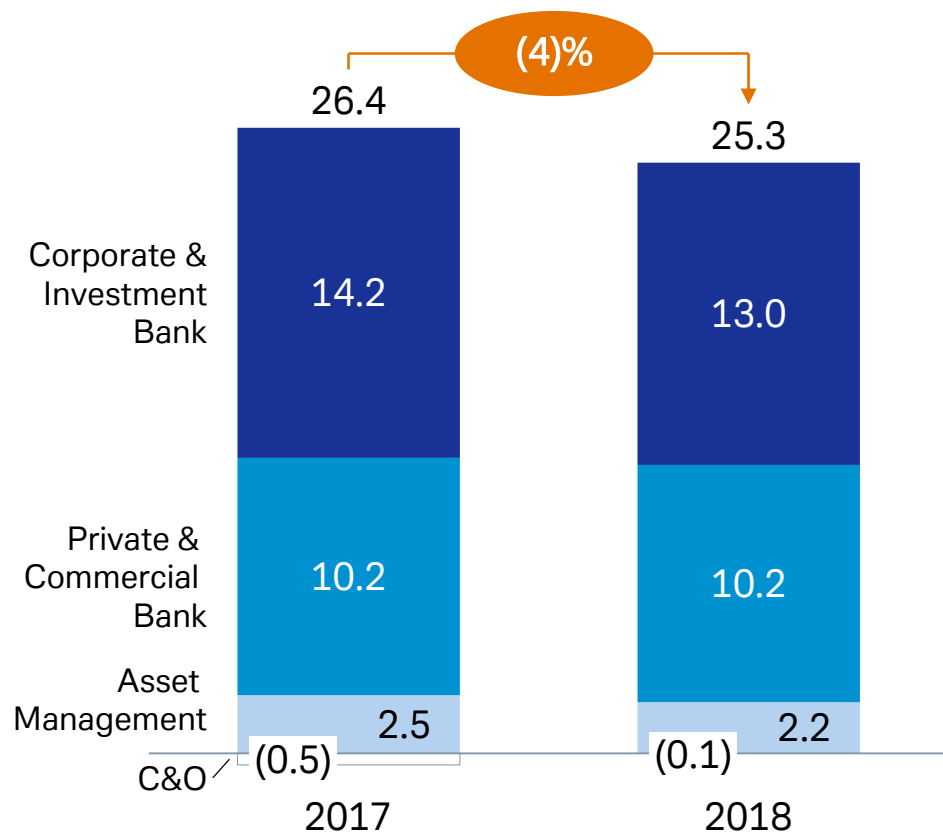
	FY 2018	vs. FY 2017	4Q 2018	vs. 4Q 2017
Profit (loss) before tax <sup>(1)</sup>	1.3	↗	(0.3)	↗
Net income (loss) <sup>(2)</sup>	0.3	n.m.	(0.4)	↗
Revenues	25.3	↘	5.6	↘
Adjusted costs	22.8	↘	5.4	↘
Provision for credit losses	0.5	→	0.3	↗
CET1 ratio	13.6%	↘	13.6%	↘
Leverage ratio <sup>(3)</sup>	4.3%	↗	4.3%	↗

(1) Profit before tax = Income before income taxes under IFRS  
 (2) Net income attributable to DB shareholders and additional equity components  
 (3) Phased-in

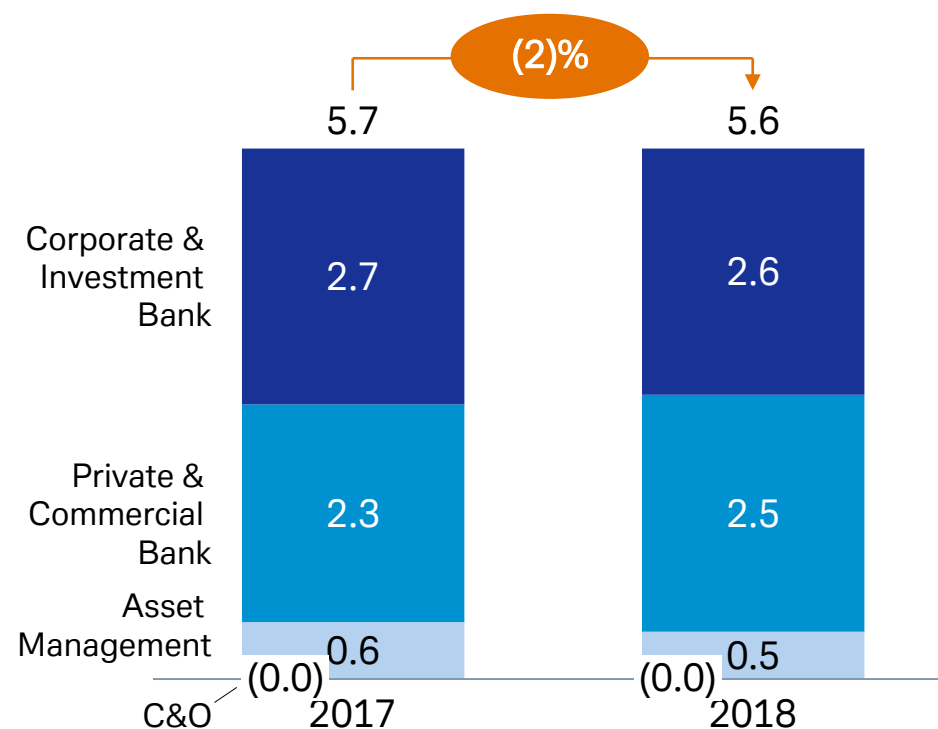
# 2018 | Revenue development not satisfactory



Full year, in € bn



Fourth quarter, in € bn

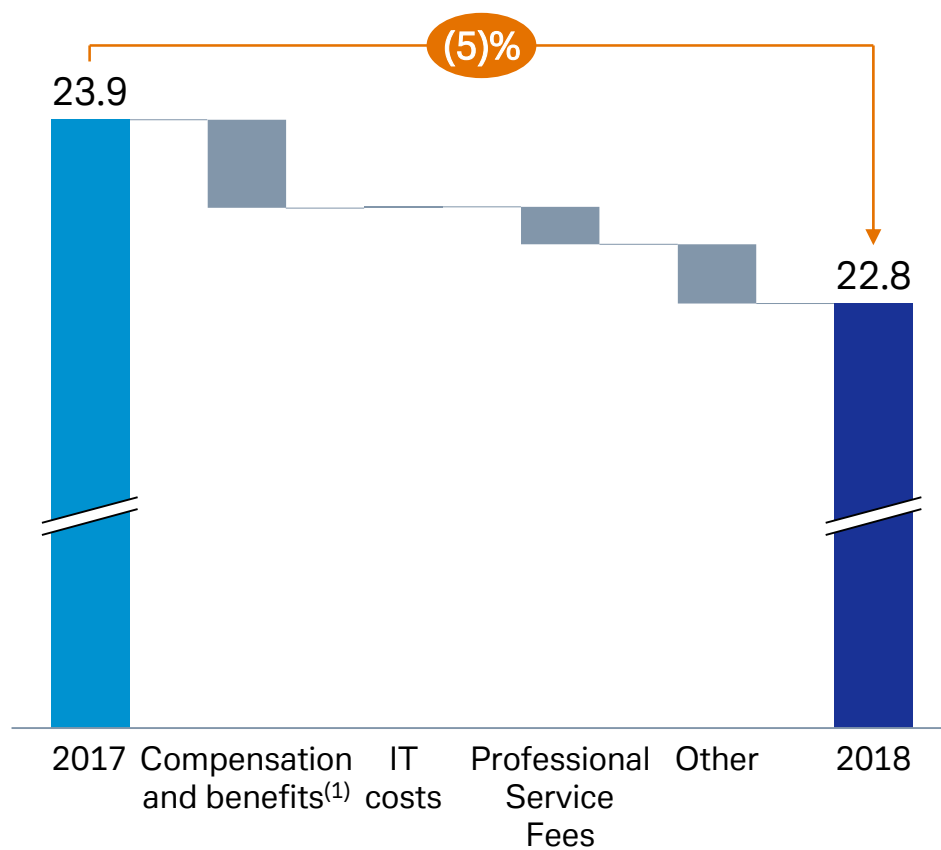




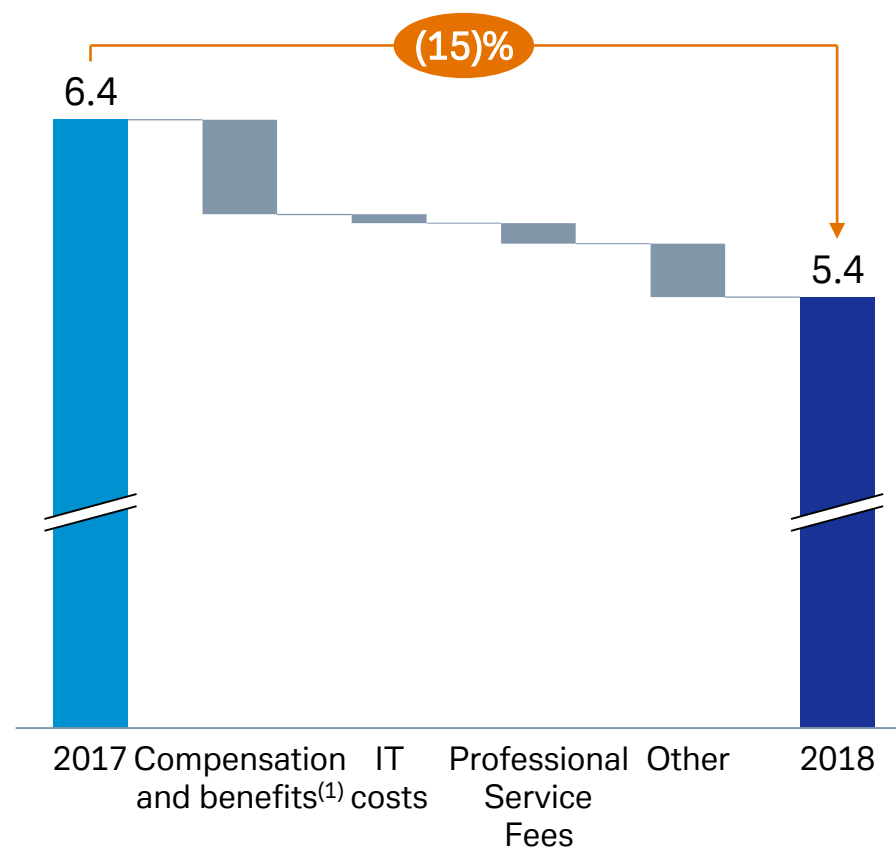
# 2018 | But ahead of target on adjusted costs



Full year, reported in € bn



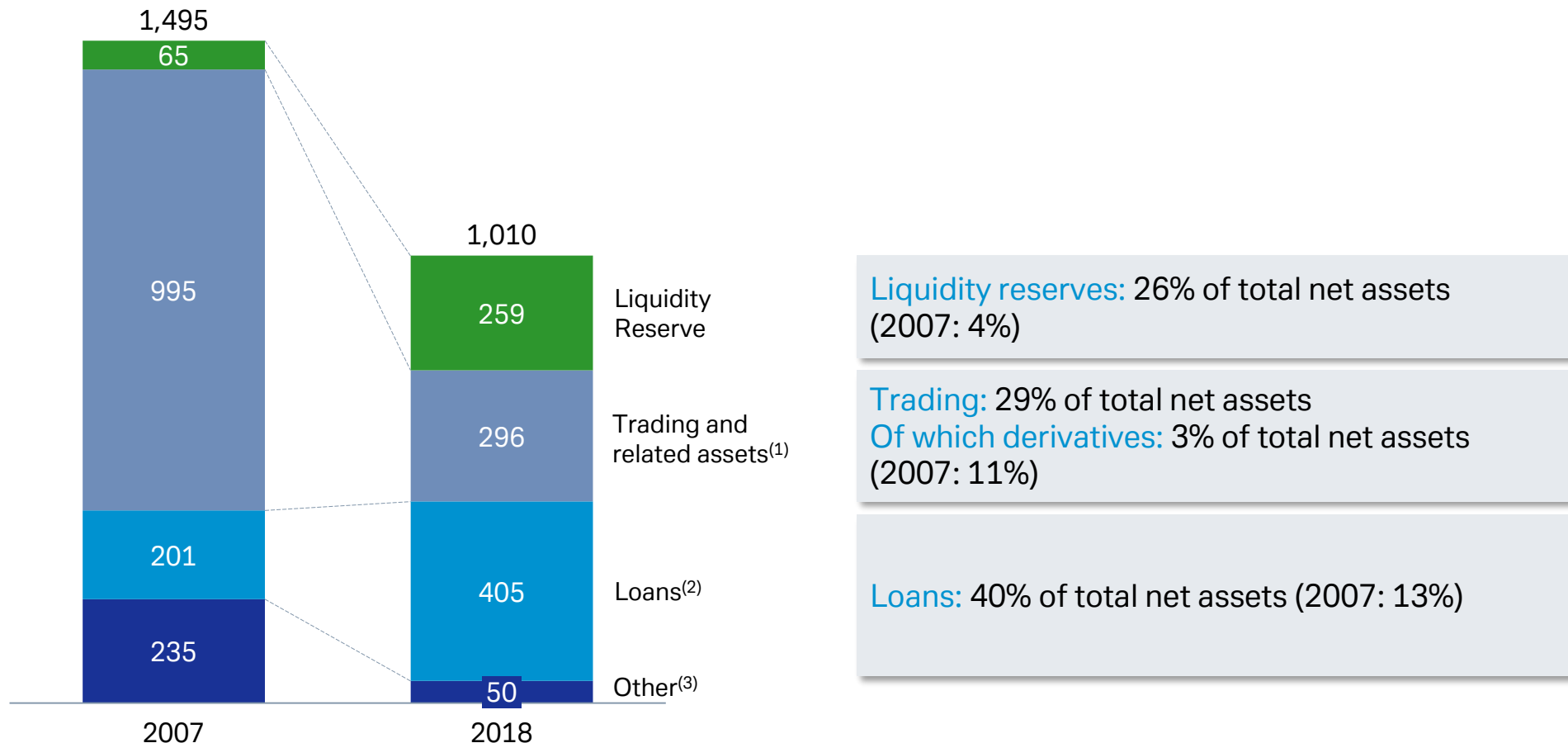
Fourth quarter, reported in € bn



(1) Does not include severance



## Net balance sheet assets, in € bn



Note: Net balance sheet of € 1,010 bn includes adjustments to the IFRS balance sheet (€ 1,348 bn) to reflect funding requirements after recognizing (i) legal netting agreements of € 254 bn, (ii) cash collateral of € 41 bn received and € 27 bn paid, and (iii) offsetting pending settlement balances of € 18 bn

(1) Trading and related assets includes derivatives, reverse repo, securities borrowed, debt securities, equity securities, brokerage receivables and loans measured at fair value; Derivatives includes trading derivatives and derivatives qualifying for hedge accounting, adjusted for Master Netting Agreements and cash collateral received

(2) Loans at amortised cost, gross of allowances

(3) Other assets include goodwill and other intangible assets, property and equipment, tax assets, cash and equivalents which are not part of liquidity reserves and other receivables

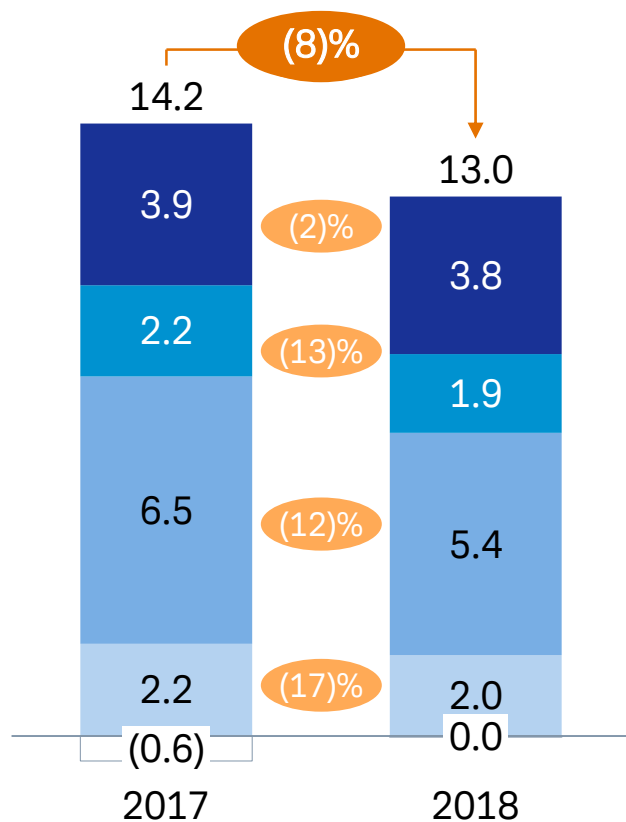
# 2018 | Divisional revenue development

In € m



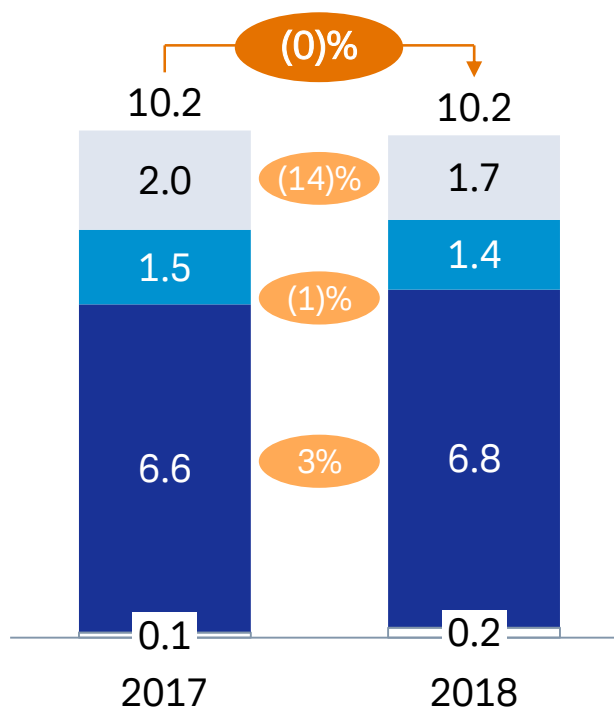
## Corporate & Investment Bank

- Other
- O&A
- Equities
- GTB
- FIC

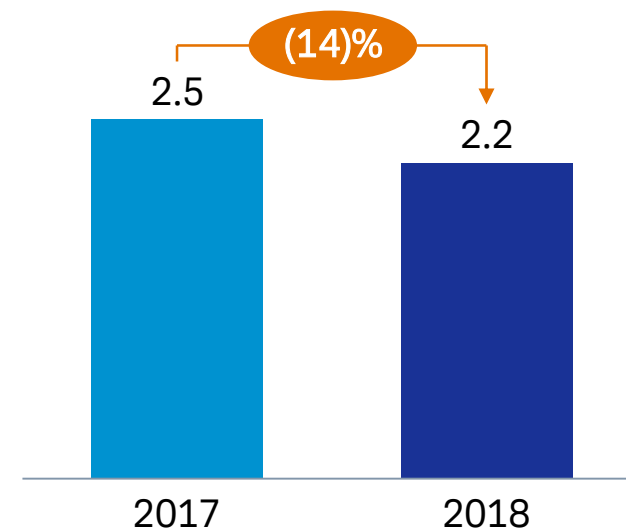


## Private & Commercial Bank

- Wealth Management (Global)
- PCB (International)
- PCB (Germany)
- Exited businesses



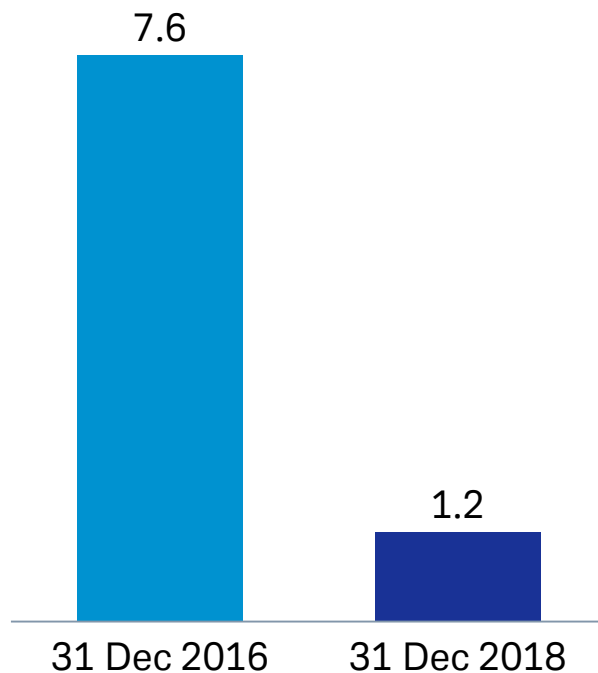
## Asset Management





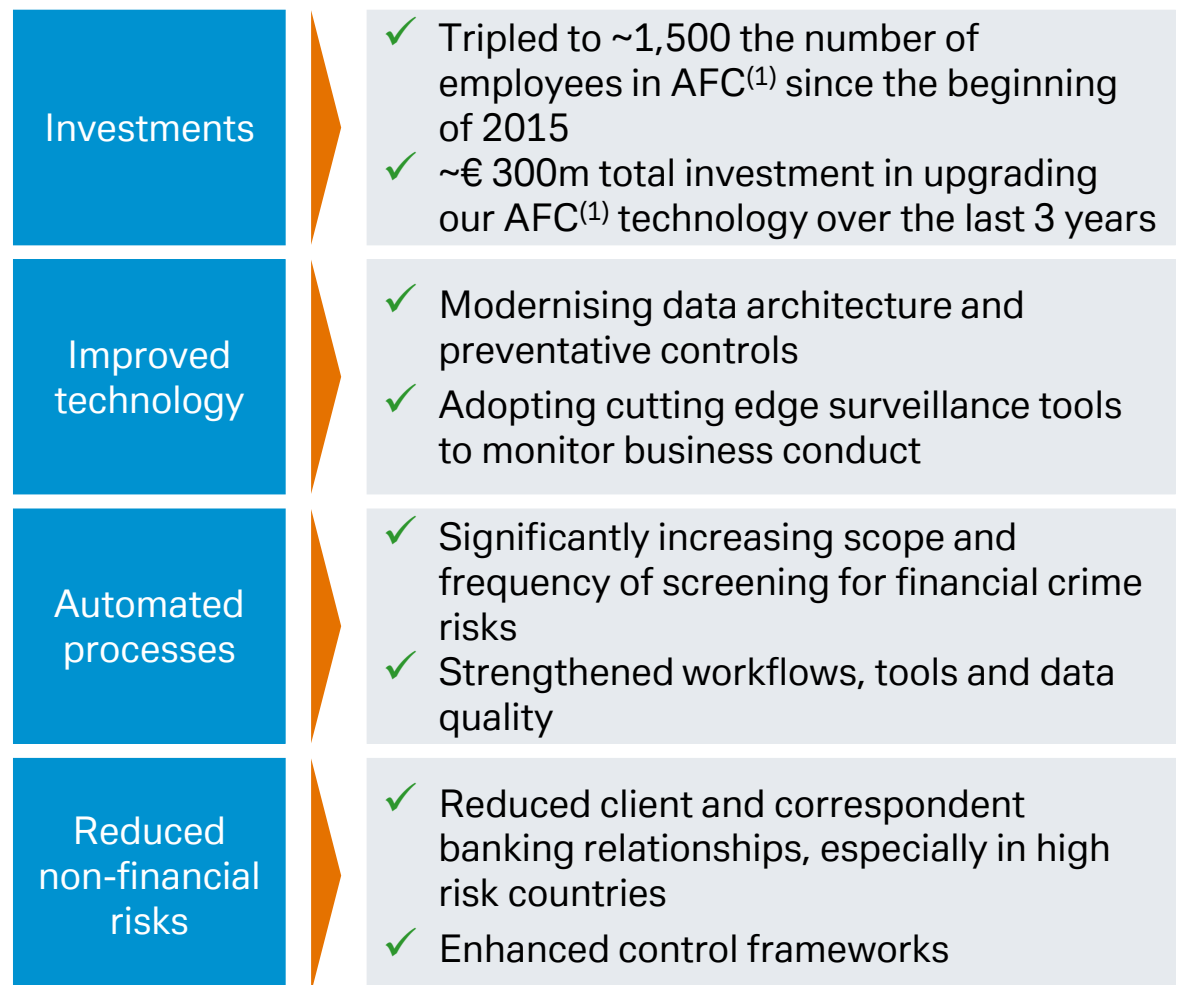
## Resolving litigation risks

Litigation provisions, in € bn



(1) Anti-Financial Crime

## Improving controls





Stabilisation

Controlled  
growth

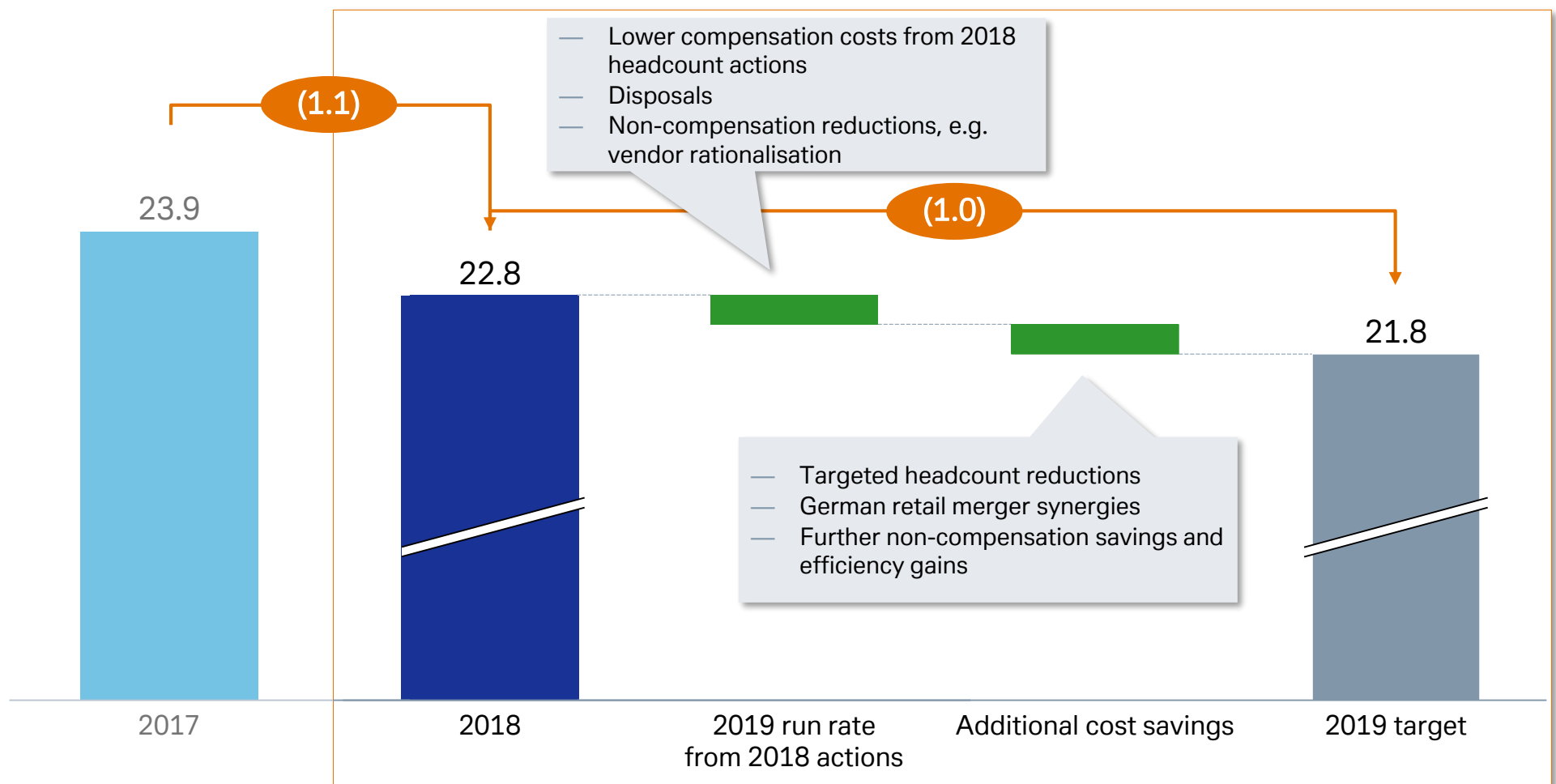
Remaining disciplined on cost, controls and capital

Focusing our businesses on Deutsche Bank's core strengths

Improving balance sheet productivity

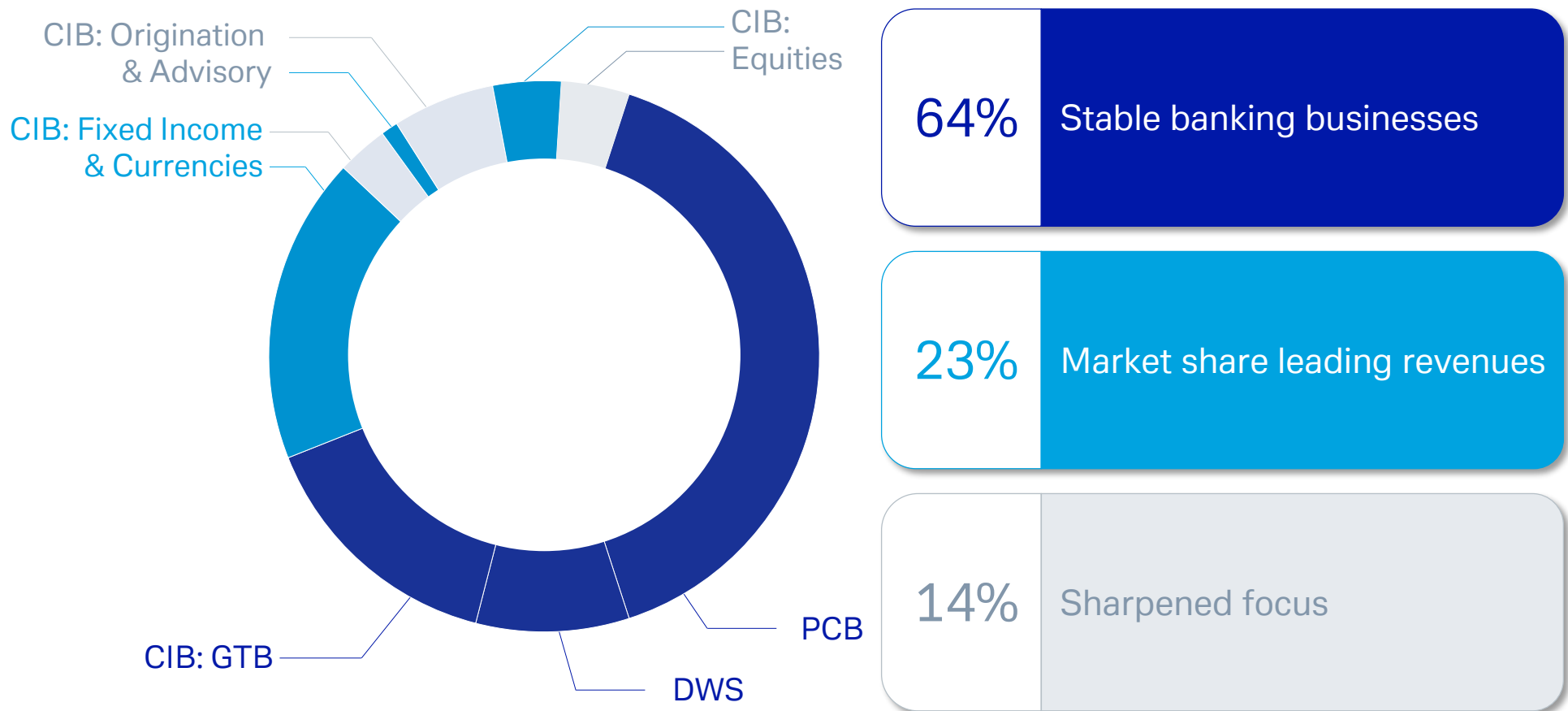


Adjusted costs, in € bn









Revenue share by business, FY 2018



# 2019 | Corporate & Investment Bank – targeting growth opportunities



## Building on core strengths

-  Market-leading FX platform
-  No. 1 global cash management platform
-  Leading global financing platform
-  Global network servicing clients in more than 60 countries







-  Continue to grow revenues in Global Transaction Banking and Foreign Exchange
-  Targeted hiring in FIC and debt origination businesses
-  Leverage newly integrated capital markets sales forces to grow wallet with core customers



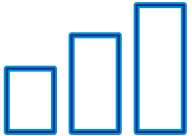

# 2019 | Private & Commercial Bank – building a platform for growth



## Building on core strengths

-  Undisputed No. 1 in our home market with 20 million clients, thereof >10 million digital clients
-  Focus on our franchises in Italy, Spain and Belgium, where we are relevant and strong
-  Global risk manager to our Wealth Management clients
-  Creation of a new digital platform and further digital transformation of core business



-  Continue to grow loans and deposits focused on consumer finance and 'Mittelstand'
-  Grow net new assets, continue relationship manager hiring and leverage pricing opportunities
-  Accelerate digital growth in consumer and investment products

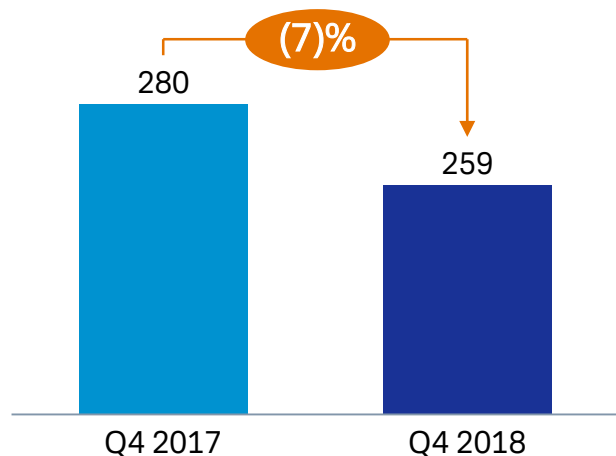


## Building on core strengths



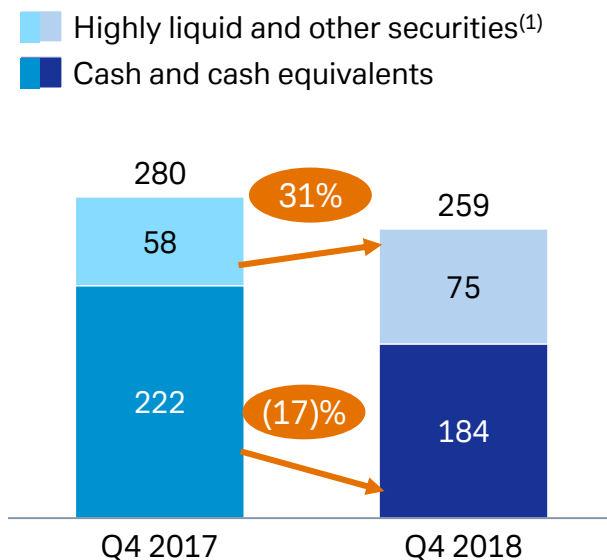


## Liquidity reserves, in € bn



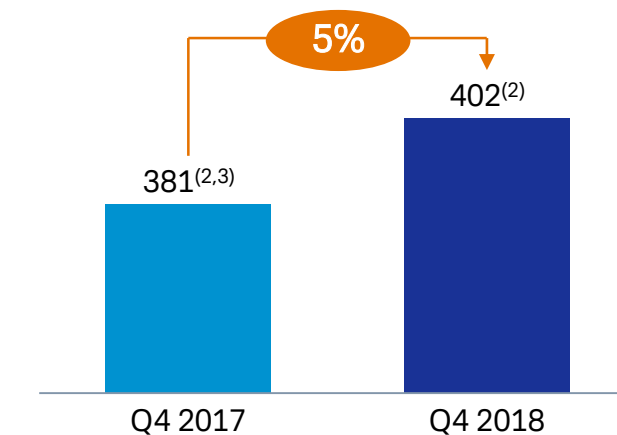
Reduced excess liquidity reserve, with continued optimization targeted in 2019

## Liquidity composition, in € bn



Shift in overall mix from cash to securities, with further redeployment planned for 2019

## Loan growth, in € bn



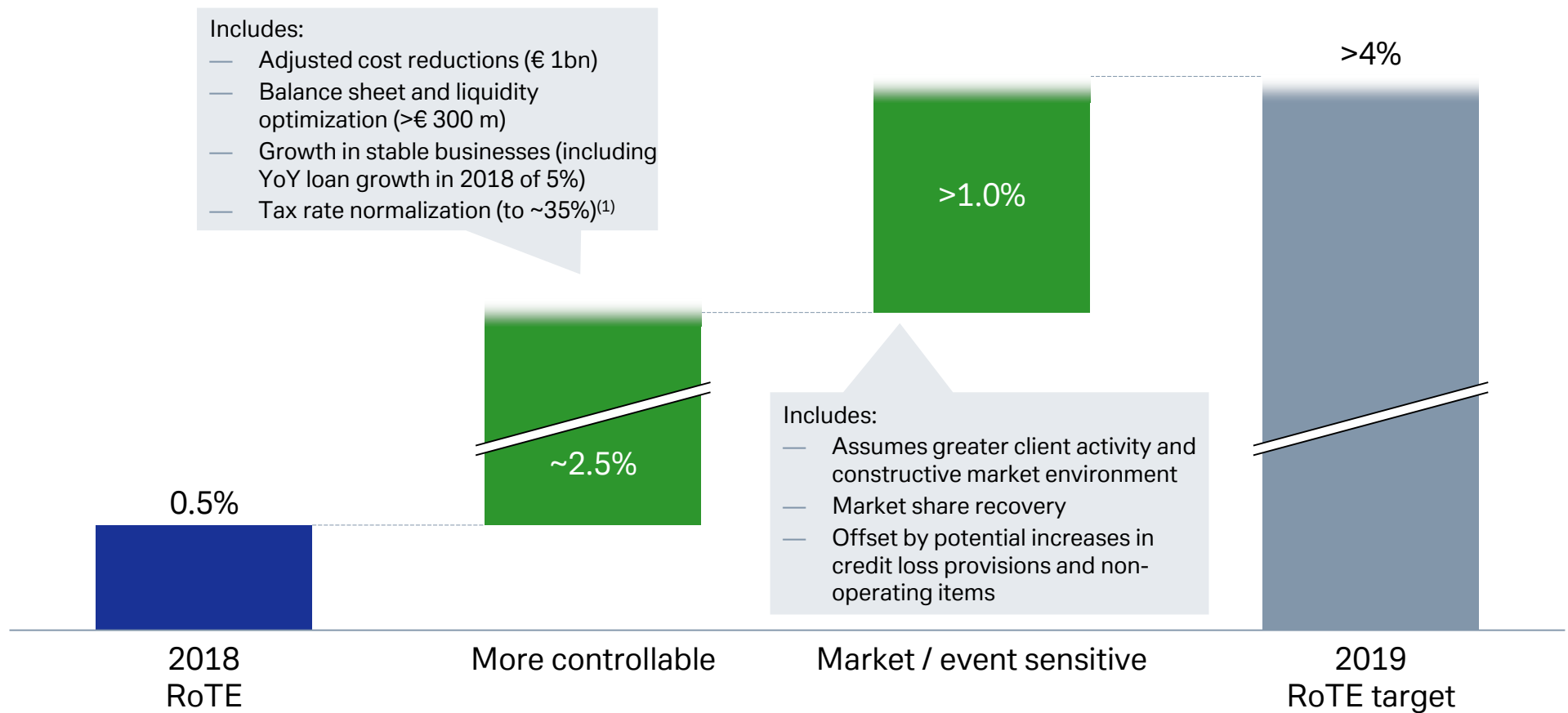
Grew loans by € 21 bn in 2018, with continued momentum expected in 2019

(1) Includes government, government guaranteed, and agency securities as well as other central bank eligible securities  
 (2) Loan amounts are gross of allowances for loan losses and exclude PCB (Exited) business of € 10 bn for Dec 31 2017 and € 2 bn for Dec 31 2018  
 (3) IFRS 9 pro-forma; loans under IAS 39 amount to € 406 bn as of Dec 31 2017, net IFRS 9 reclassification impact on loan book amounts to € (15) bn

# 2019 | A clear path towards our target return for shareholders



Post-tax RoTE, in %



(1) Assuming a tax rate of ~35% as compared to 74% in 2018

# 2019 | We continue to focus on our near-term targets



	2018	2019
Post-tax return on tangible equity <sup>(1)</sup>		>4%
Adjusted costs	€ 23 bn ✓	€ 21.8 bn <span>Updated</span>
Employees <sup>(2)</sup>	<93,000 ✓	<90,000
Common Equity Tier 1 capital ratio	>13% ✓	>13%

(1) Post-tax return on average tangible shareholders' equity (2) Internal full-time equivalents, end of period

# Cautionary statements



The figures in this presentation are preliminary and unaudited. Our Annual Report 2018 and SEC Form 20-F are scheduled to be published on 22 March 2019.

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 2018 under the heading “Risk Factors.” Copies of this document are readily available upon request or can be downloaded from [www.db.com/ir](http://www.db.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 Q4 2018 Financial Data Supplement, which is accompanying this presentation and available at [www.db.com/ir](http://www.db.com/ir).