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transparency.

**Deutsche Bank**

**Dr. Hugo Banziger**

**Chief Risk Officer**



# Conference

**UBS Global Financial Services Conference  
New York, 12 May 2009**

A Passion to Perform.

**Deutsche Bank**





# Agenda

**1** **Strength through the crisis**

**2** **Well positioned to stay strong ...**

**3** **... and emerge stronger**

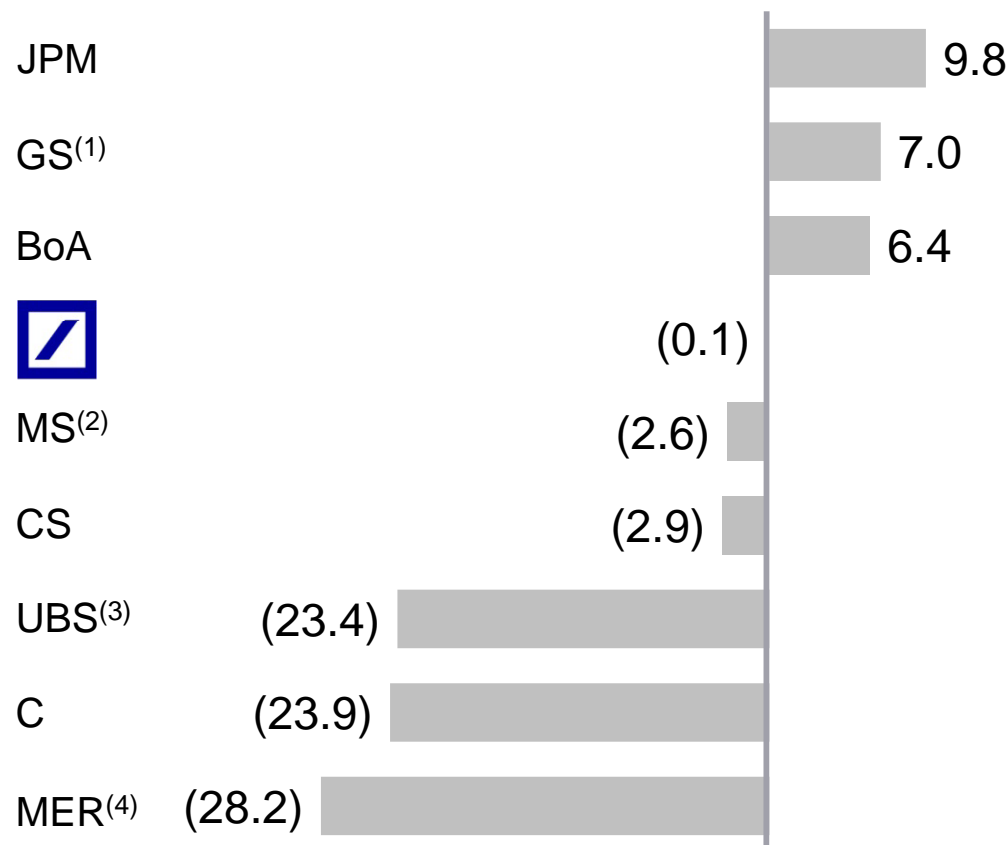




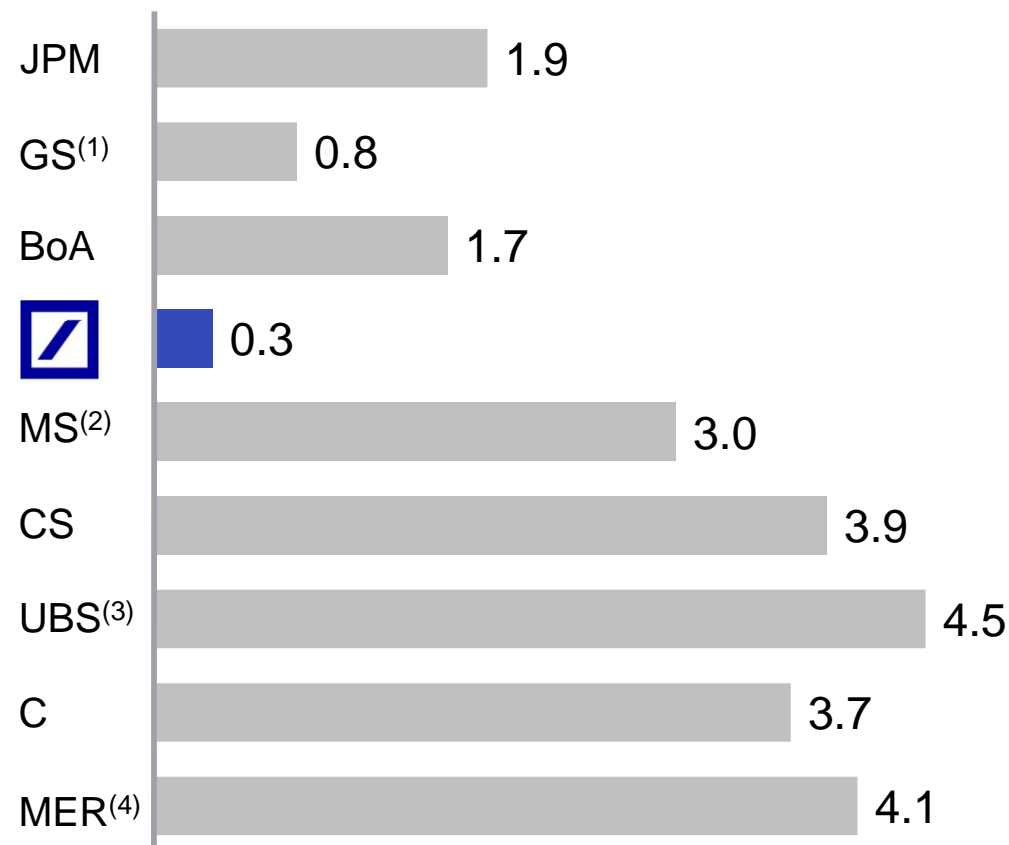
# Deutsche Bank through the crisis

3Q2007-1Q2009, reported, in EUR bn

## Aggregate Net Income



## Fair value gains on own debt



(1) 3Q2007-4Q2008 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

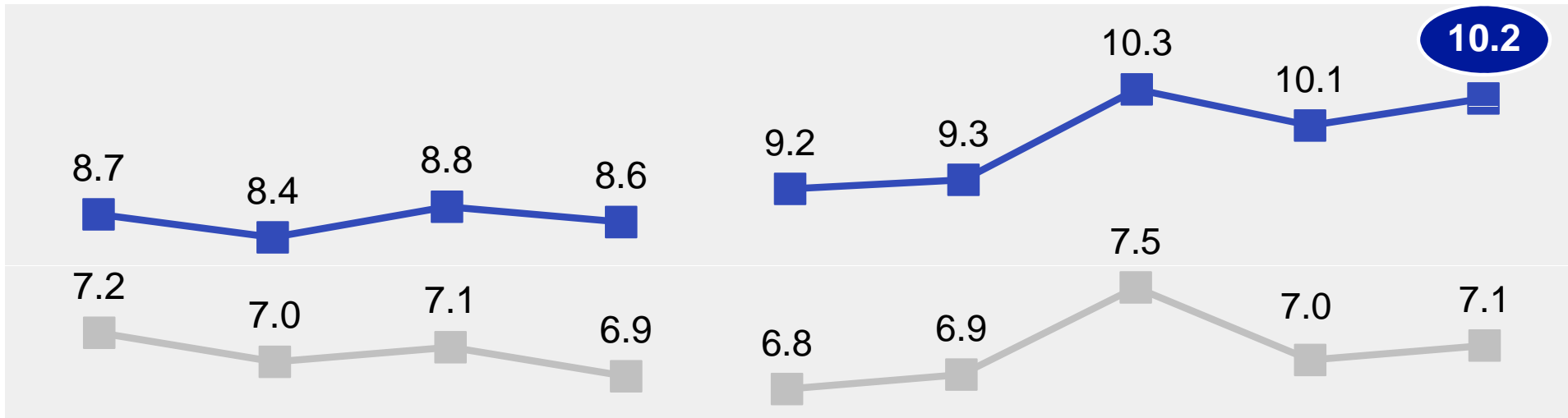
(3) FV gains also reflect fair value gain on Mandatory Convertible Notes of EUR 2.4 bn in 1Q2008 (4) 3Q07-4Q08

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

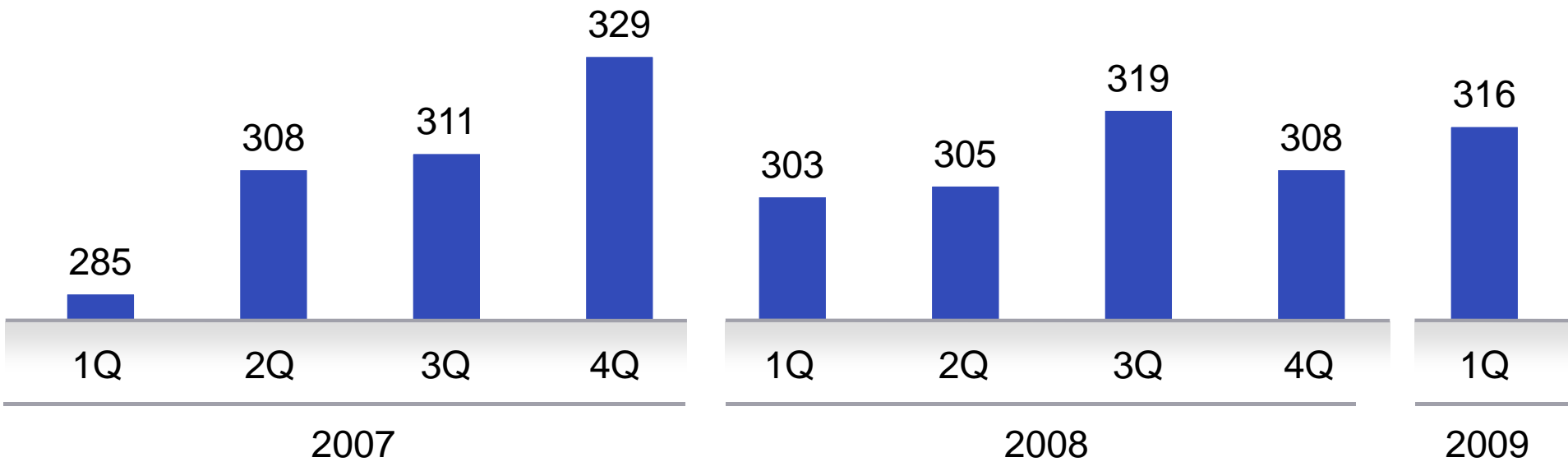




# Capital ratios have been strengthened



Target:  
~10%



■ Tier 1 ratio, in %   ■ Core Tier 1 ratio, in %   ■ RWA, in EUR bn

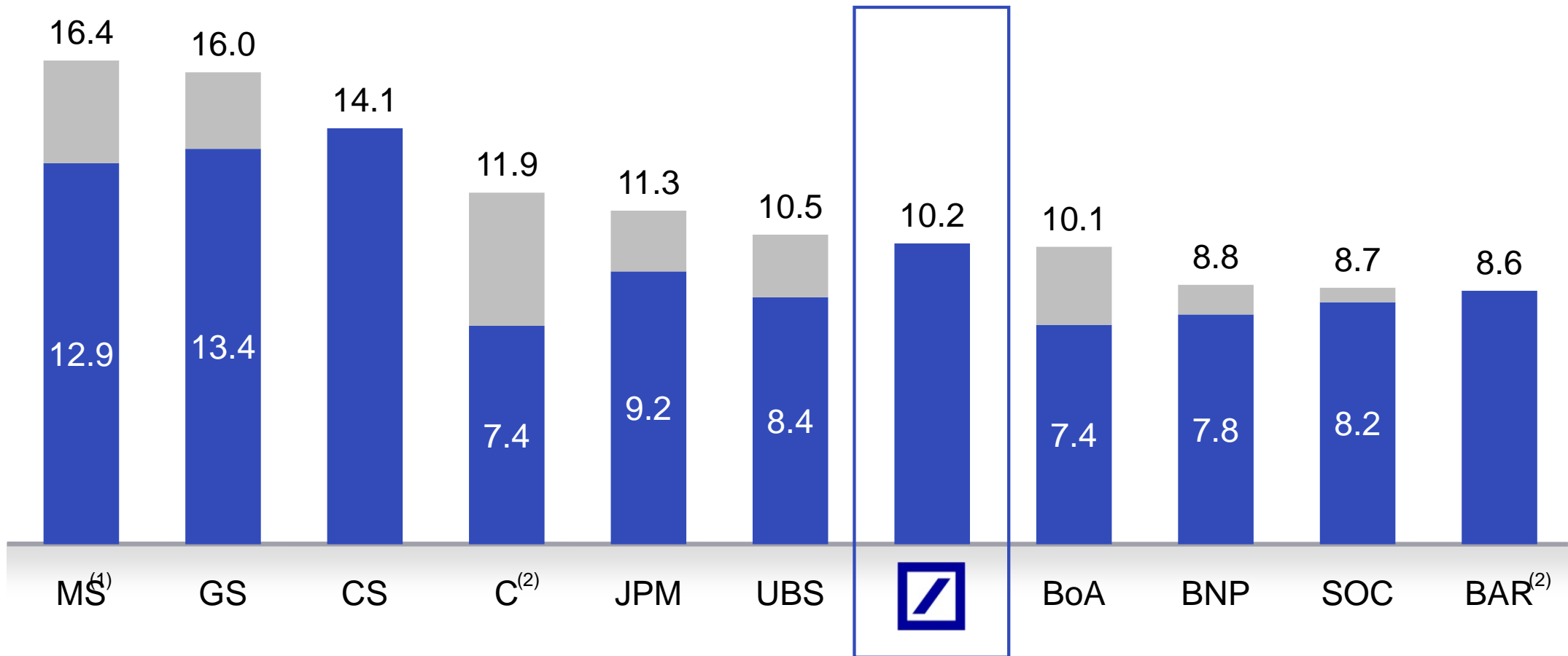
Note: 2007 based on Basel I, from 2008 onwards based on Basel II, Core Tier 1 ratio = BIS Tier 1 capital less Hybrid Tier 1 Capital divided by RWAs



# Intrinsic capital strength

Tier I ratio as of 31 March 2009, in %

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



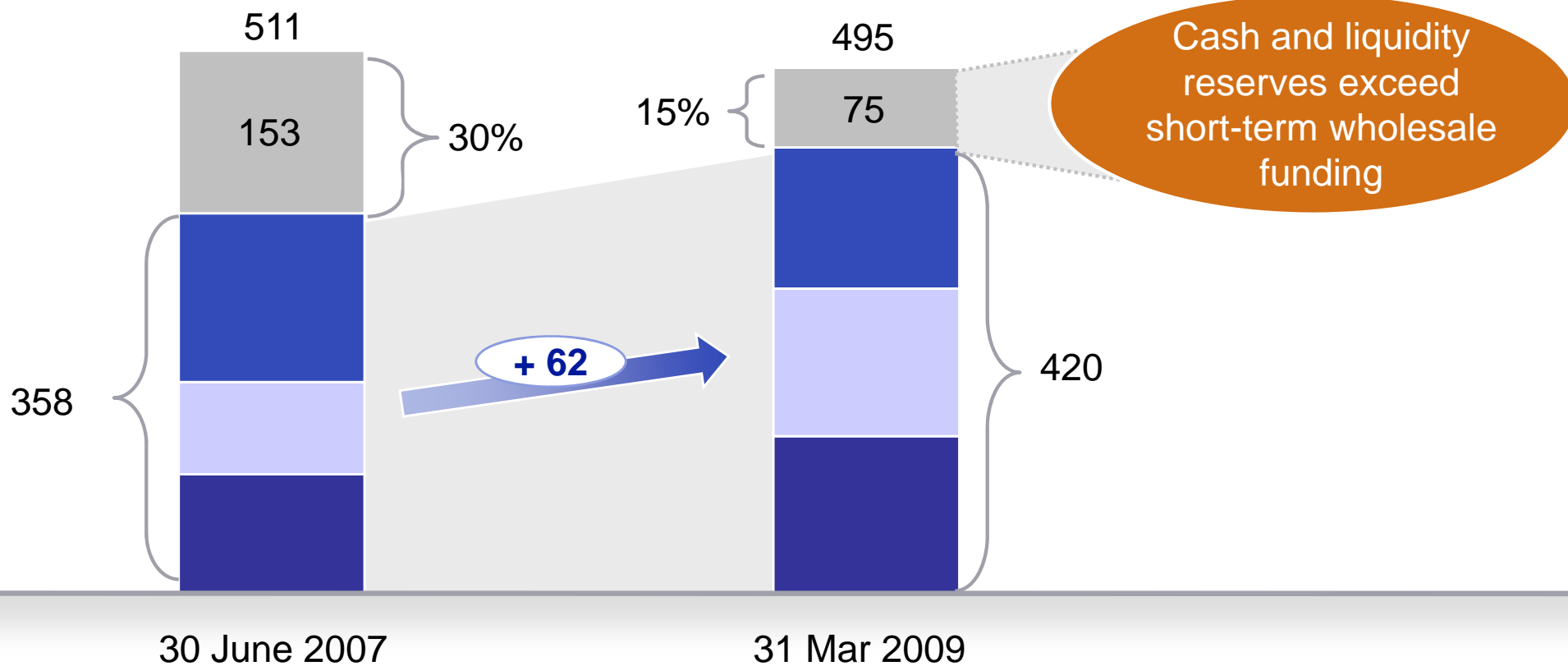
(1) Based on Basel I  
Source: Company data  
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(2) As of 31 December 2008



# Unsecured funding: Quantity, quality, consistency

In EUR bn



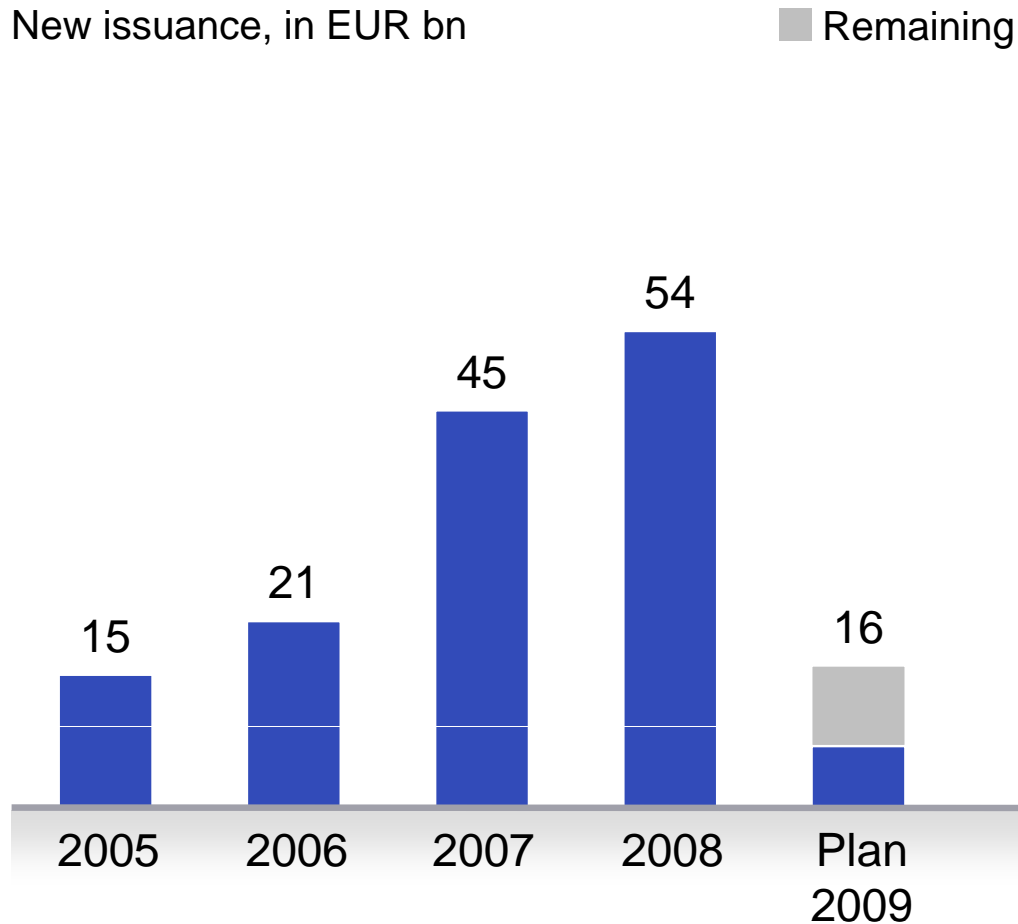
- Short-term wholesale funding
- Capital markets
- Fiduciary, clearing & other deposits
- Retail deposits





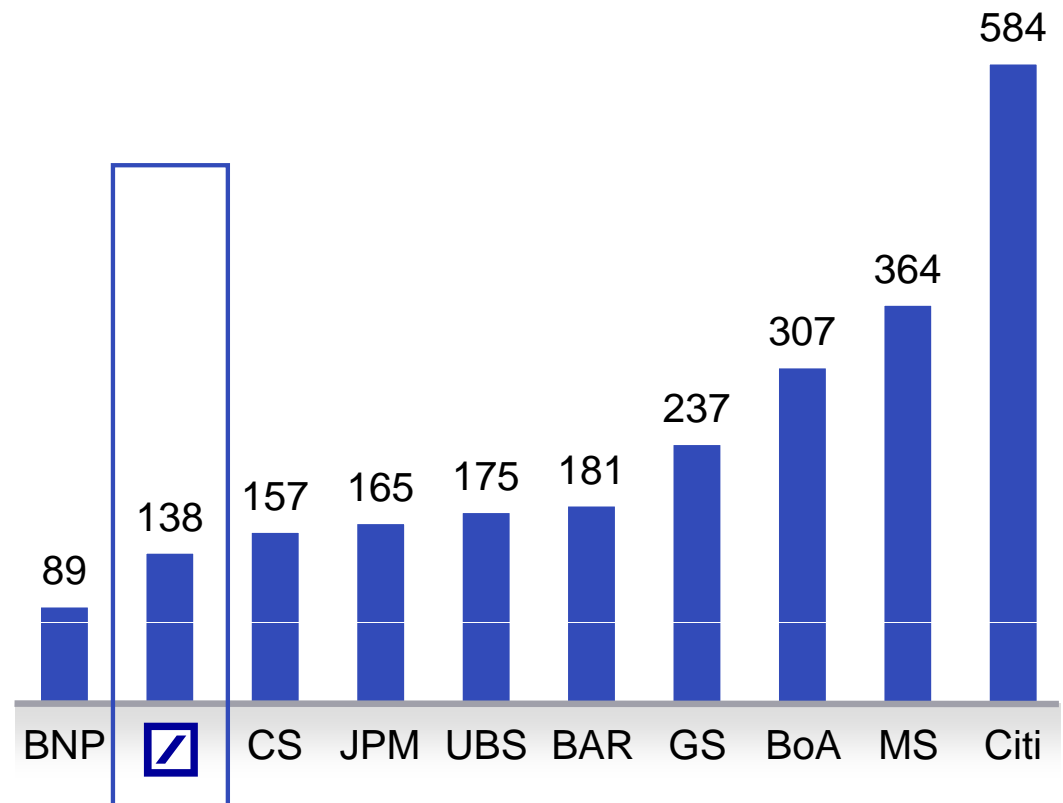
# Current funding position is very robust

## Modest additional capital market funding



## CDS spreads support funding cost advantage

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





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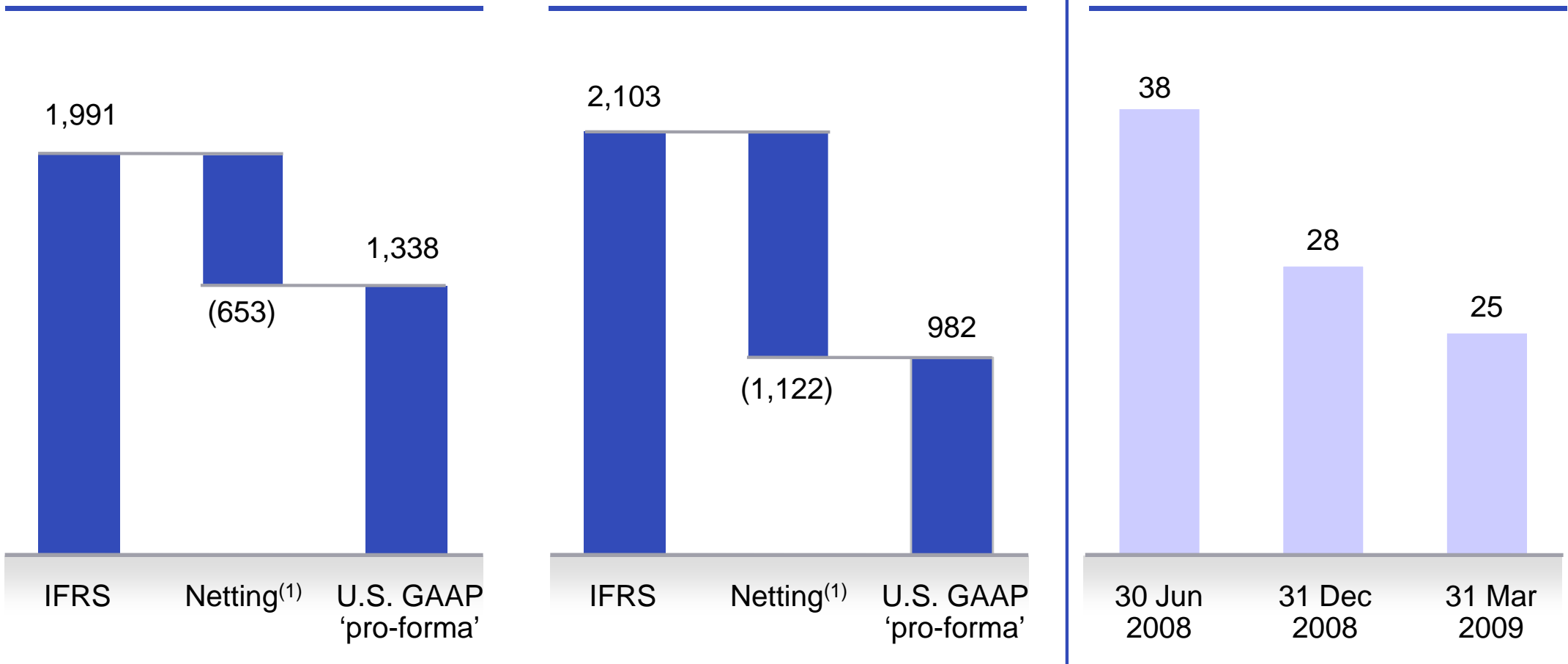
# Significant reduction in balance sheet leverage

Total Assets, in EUR bn

30 June 2008

31 Mar 2009

Leverage ratio<sup>(2)</sup>



(1) Based on netting rules applied per 30 Sep 2008; for 30 June 2008 incl. derivatives netting of EUR 498 bn, pending settlements netting of EUR 92 bn and repo netting of EUR 62 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

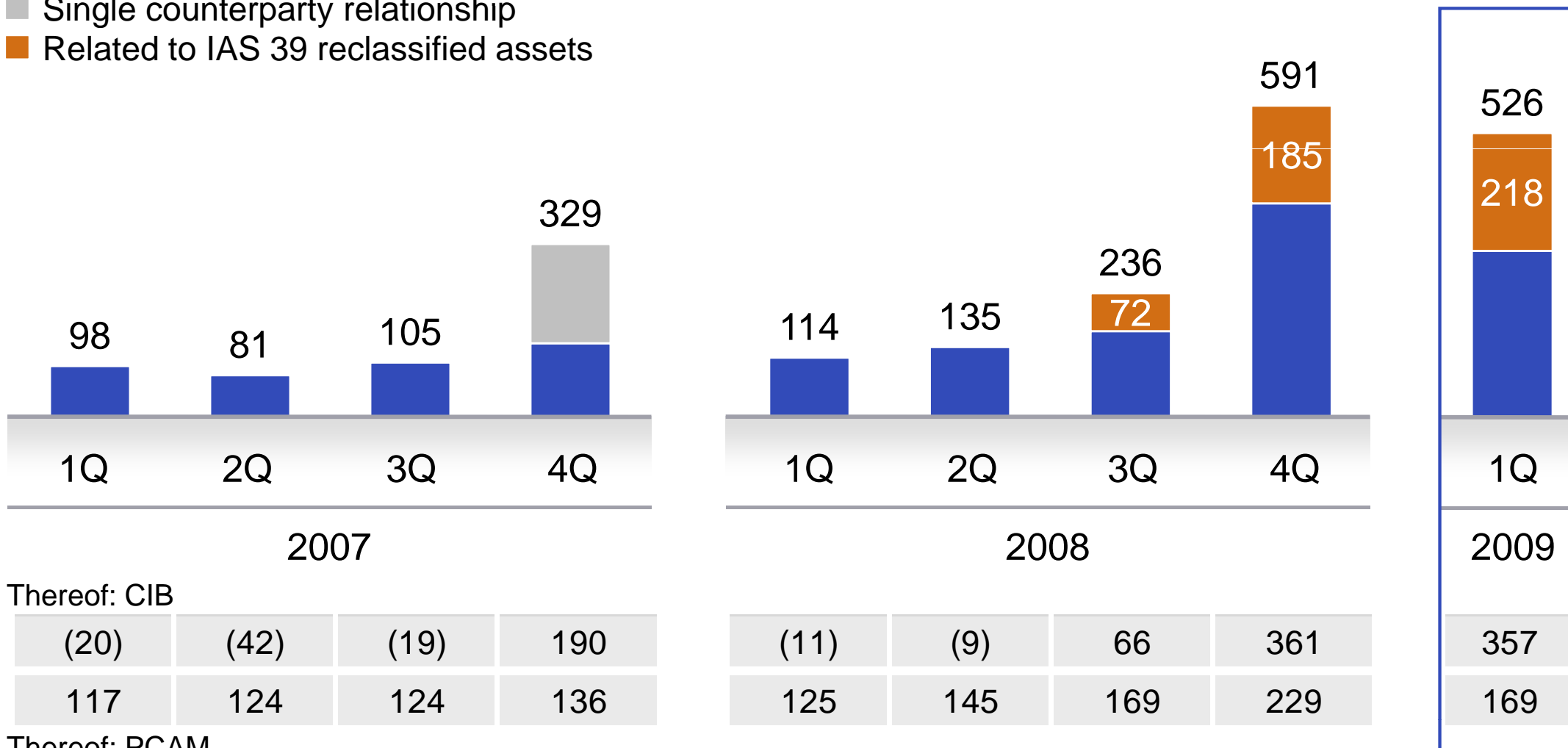




# Provision for credit losses have risen, partly reflecting transfers ...

In EUR m

- Single counterparty relationship
- Related to IAS 39 reclassified assets



Thereof: CIB

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

Thereof: PCAM

(11)	(9)	66	361
125	145	169	229





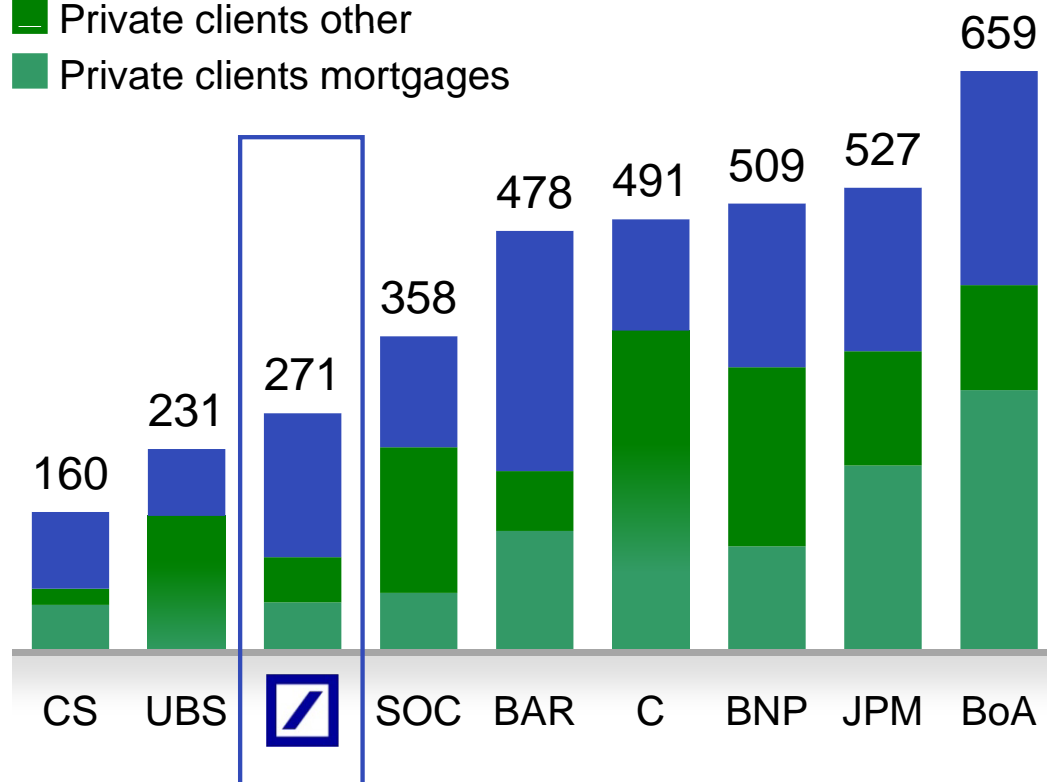
# ... but remain relatively low

In EUR bn

## Loan book

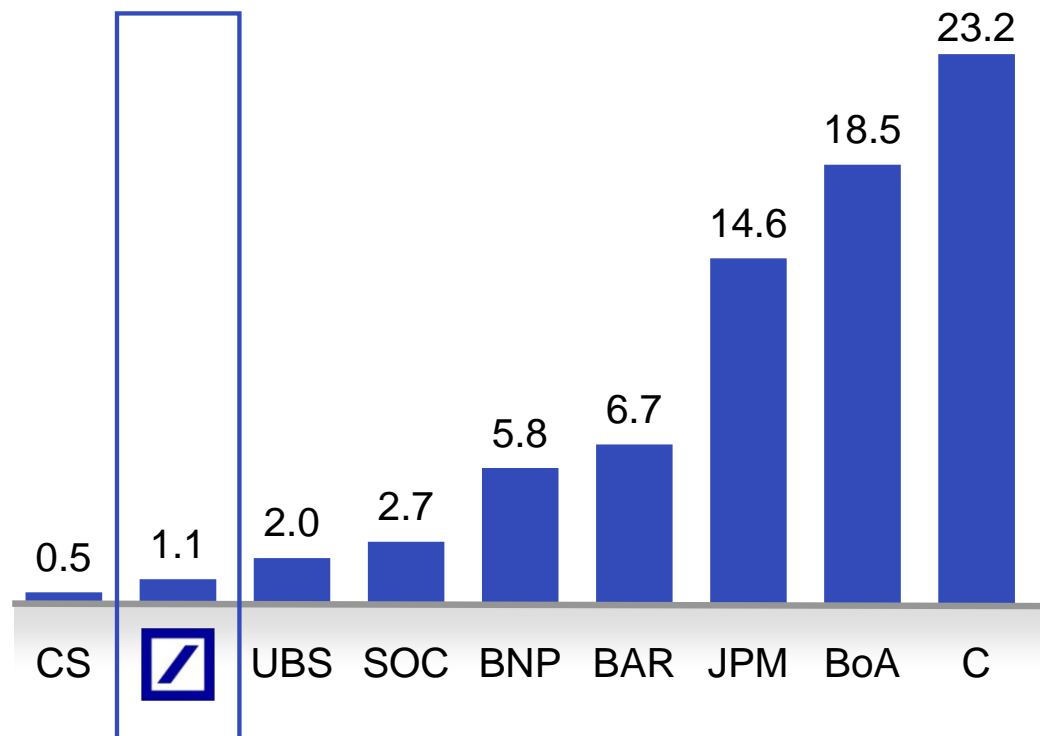
As of 31 December 2008

- CIB / Other
- Private clients other
- Private clients mortgages



## Provision for credit losses

FY2008



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 · 11

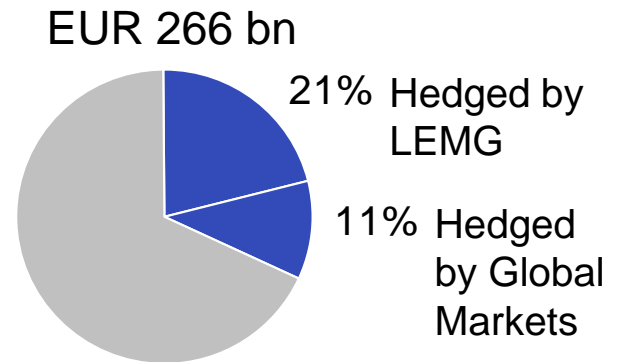




# Loan hedging significantly mitigates largest credit exposures

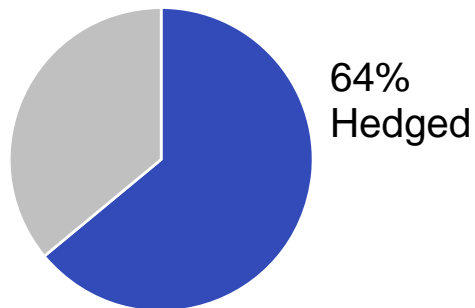
As of 31 Dec 2008, in EUR bn

CIB loans (accrual)	151
CIB loans (fair value)	19
CIB Commitments	96
<b>Total</b>	<b>266</b>

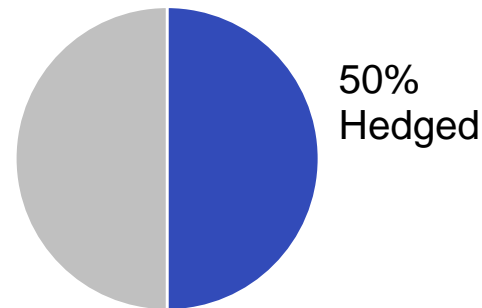


## LEMG related exposures

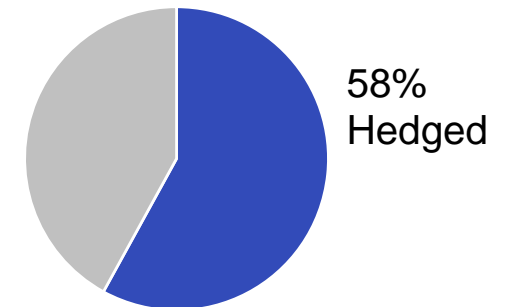
### Int'l book: Top 25 limits



### German Midcap: Top 25 limits



### Rating BBB and below



Note: LEMG hedging by CDS & CLOs, vs committed limits of International (Medium & Long Term) and GMC (excl db Shipping & Public Sector) portfolios, Top 25 & BBB refer to client groups and internal credit ratings



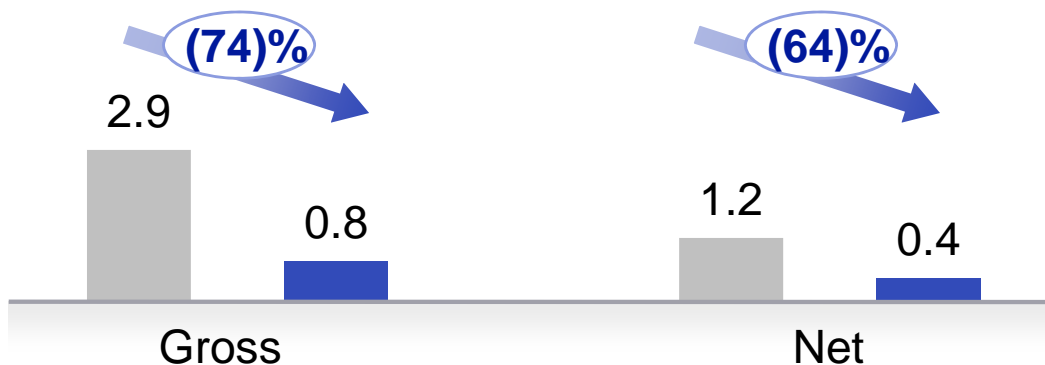


# Significant de-risking in key areas

■ 31 Dec 2007  
■ 31 Mar 2009

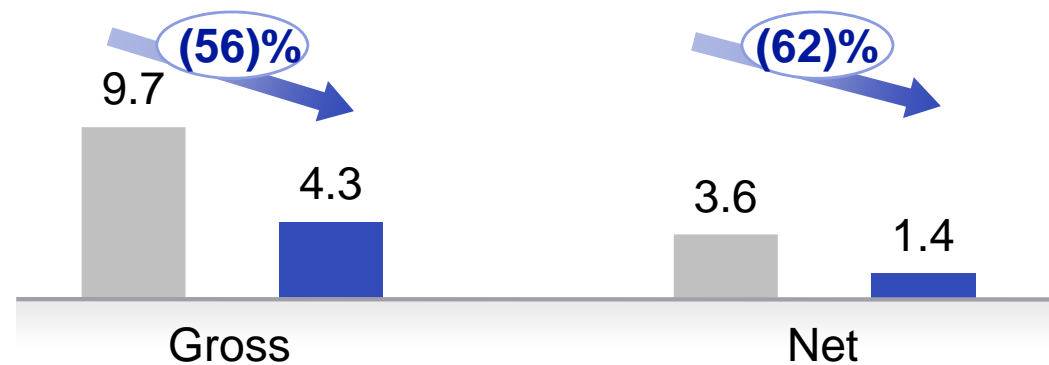
In EUR bn

## CDO Subprime

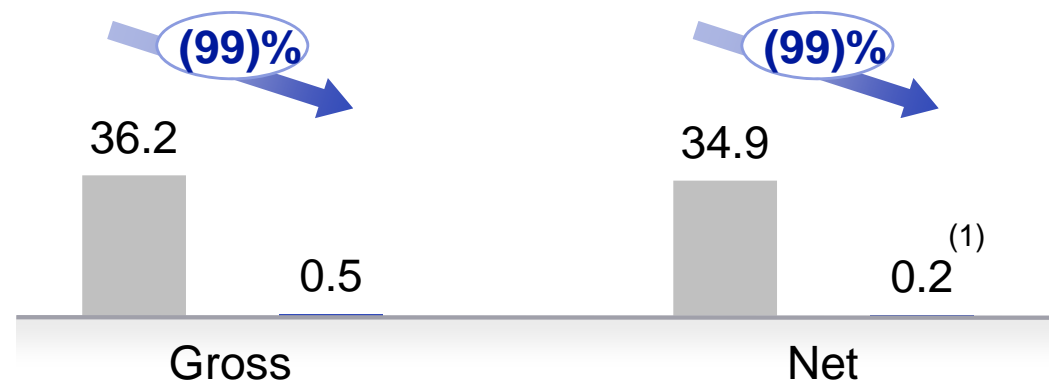
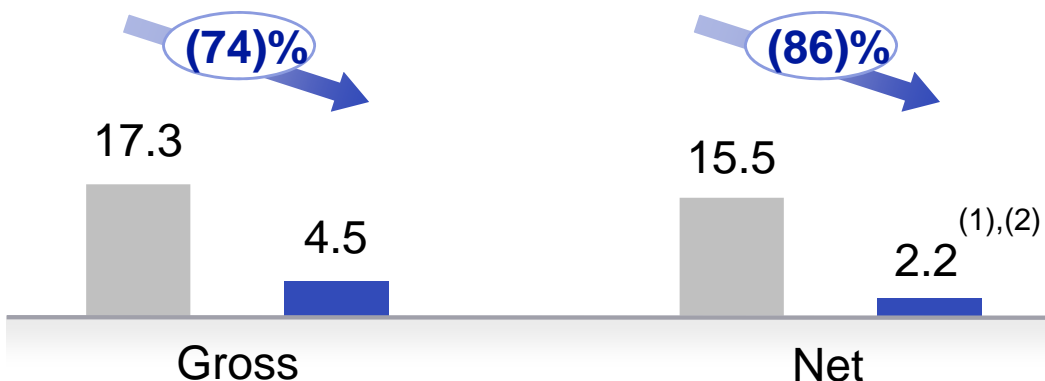


### CRE

## U.S. RMBS



### Leveraged Finance



CDO / RMBS: Exposure represents our potential loss in the event of a 100% default of securities and related hedges / derivatives assuming zero recovery; net represents net of hedges and other protection purchased, RMBS also includes other trading related net positions

CRE / LevFin: Exposure represents carrying value and includes impact of synthetic sales, securitizations and other strategies; for unfunded commitments carrying value represents notional value of commitments; net represents less life-to-date gross mark-downs, excluding fees and hedges on remaining; LevFin: 31 Mar 09 exposure represents loans and loan commitments held at fair value pre 1 Jan 2008; 31 Dec 2007 incl. loans held of 1.3 bn (1) After reclassification of exposures under IAS 39 per 31 Mar 2009 for CRE: EUR 6.6 bn and LevFin: EUR 7.5 bn (2) Net of risk reduction





# Monoline exposure in summary

As of 31 Mar 2009, in EUR bn

		<u>Notional</u>	<u>Fair value pre-provision</u>	<u>Provision</u>	<u>Fair value after provision</u>
Investment Grade	U.S. RMBS related	5.4	2.2	(0.2)	2.0
	Other	11.6	2.1	(0.2)	2.0
Non-investment Grade	U.S. RMBS related	1.9	0.8	(0.6)	0.2
	Other	16.9	3.9	(1.3)	2.6

- U.S. RMBS related: Majority of underlying assets are AAA-rated
- Approximately 50% of Corporate CDO portfolio rolls off within 9 months (EUR 6.5 bn)
- Underlying: High level of subordination, low impairments to date
- Ratings: At or lower than Moody's, S&P





# Agenda

1

Strength through the crisis

2

Well positioned to stay strong ...

3

... and emerge stronger

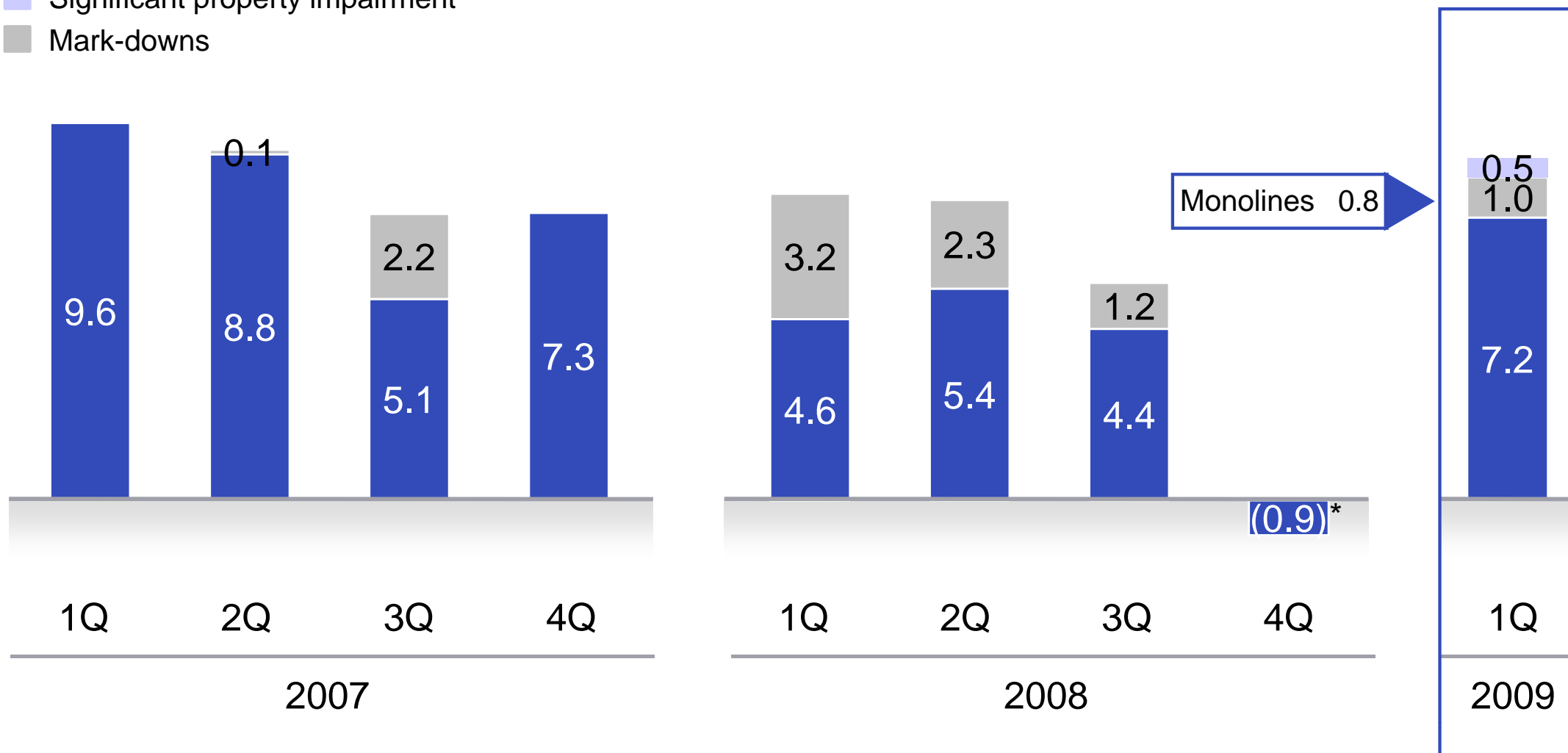




# Strong revenue generation in the first quarter 2009

In EUR bn

- Significant property impairment
- Mark-downs



\* Includes EUR 0.9 bn of mark-downs  
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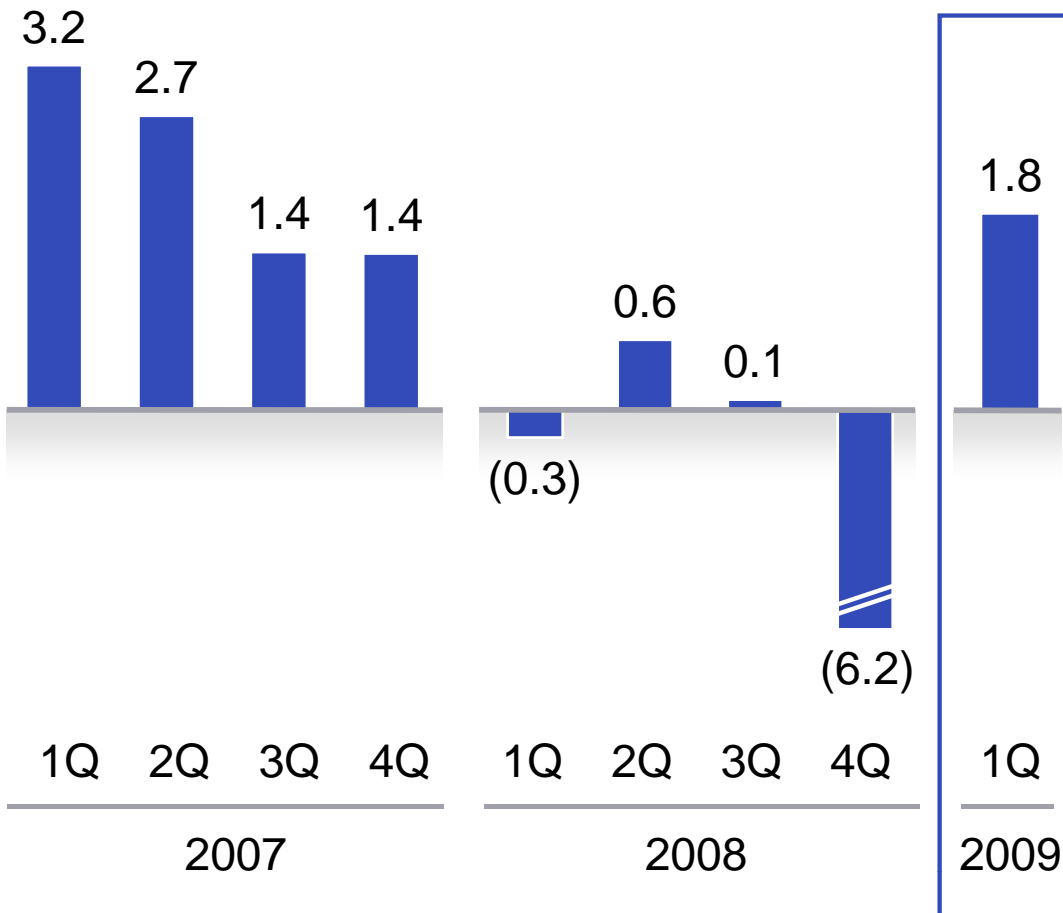




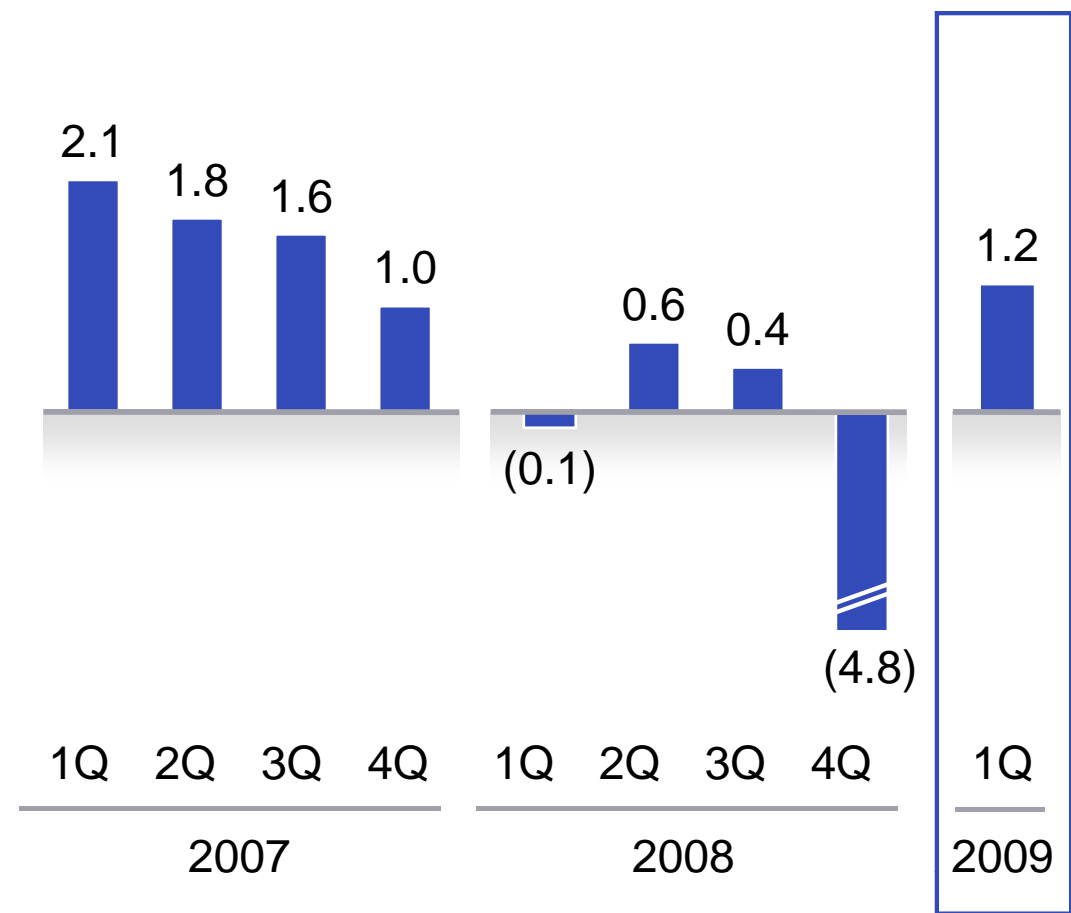
# Substantial profitability, even after mark-downs

In EUR bn

Income before income taxes



Net income

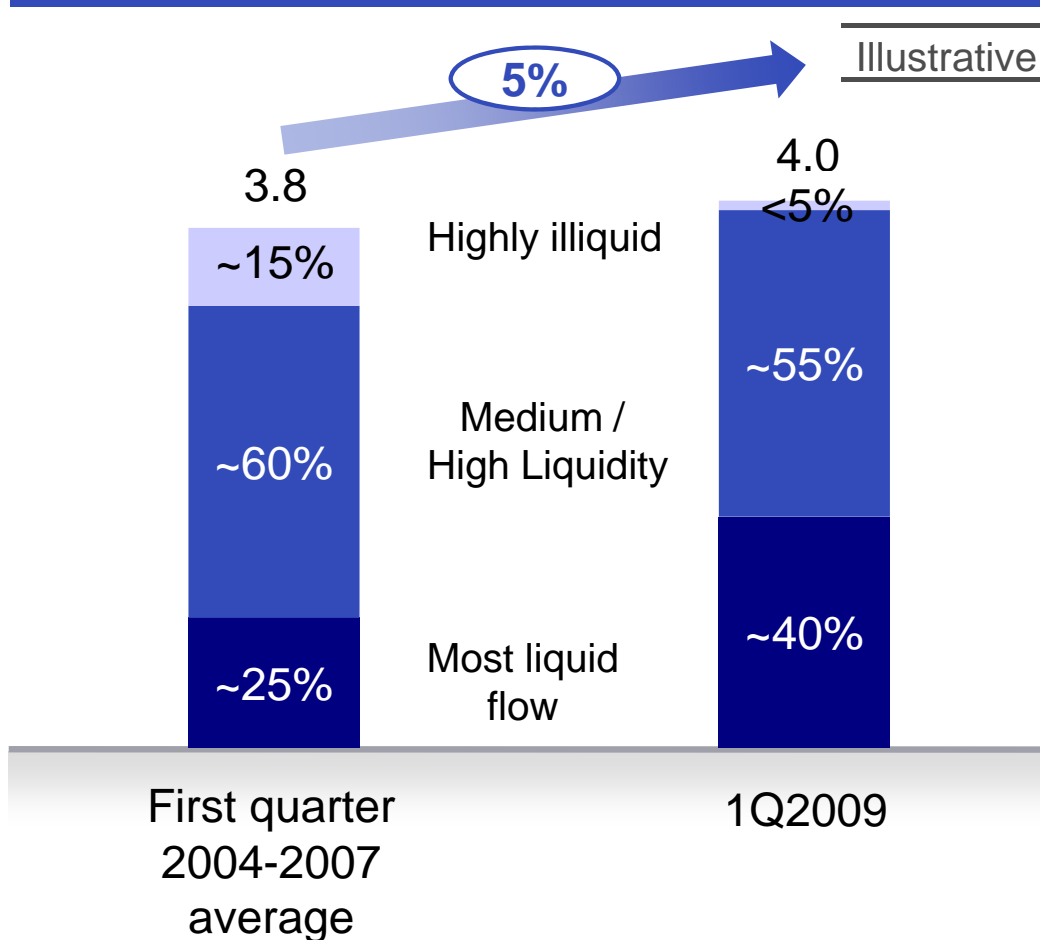




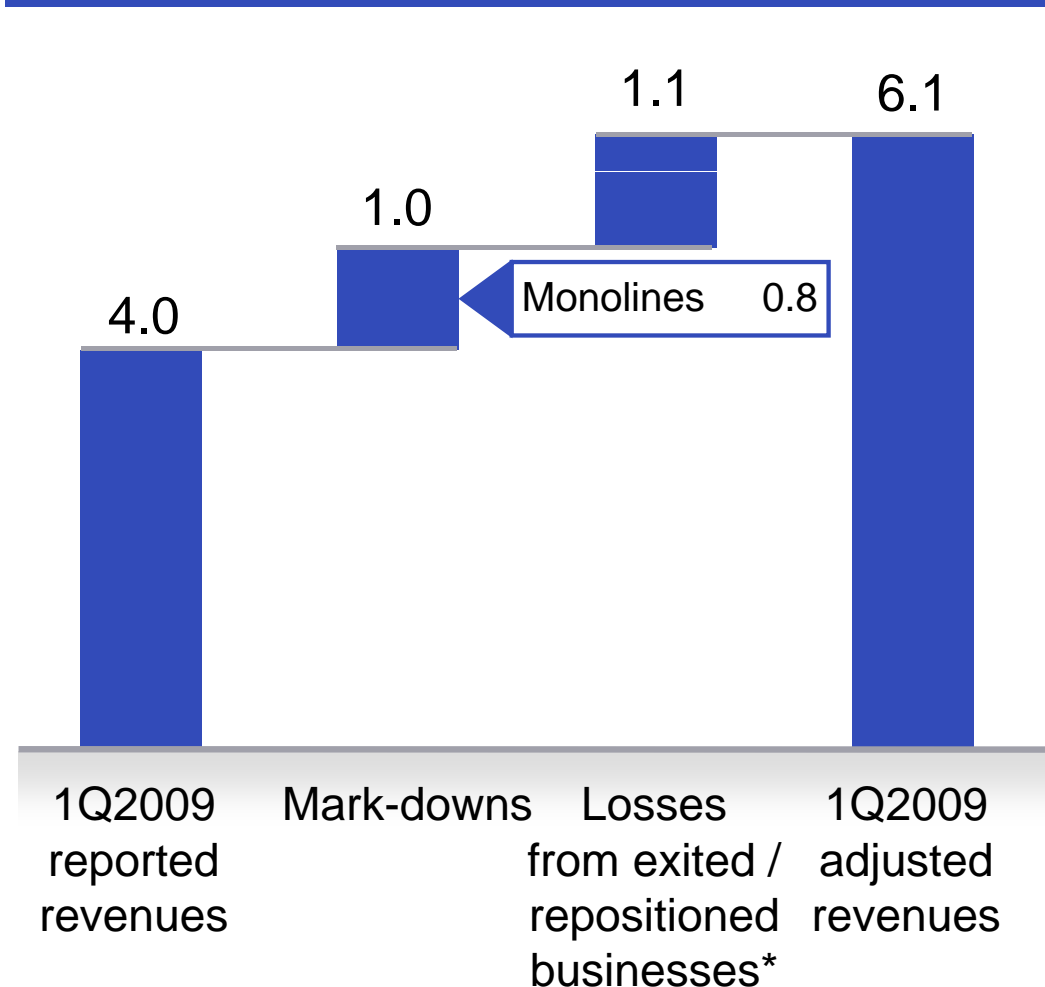
# Sales & Trading demonstrated its earnings power

Revenues, in EUR bn

## Successfully recalibrated business model



## High loss absorption capacity



\* 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

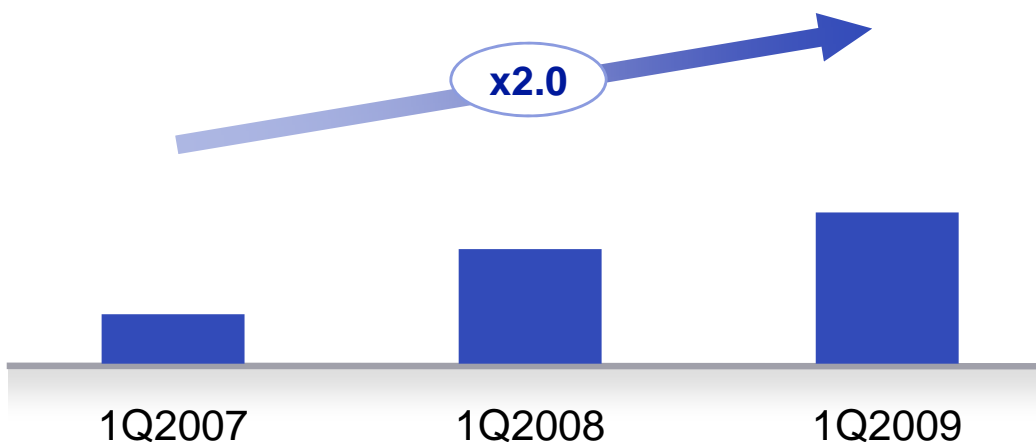




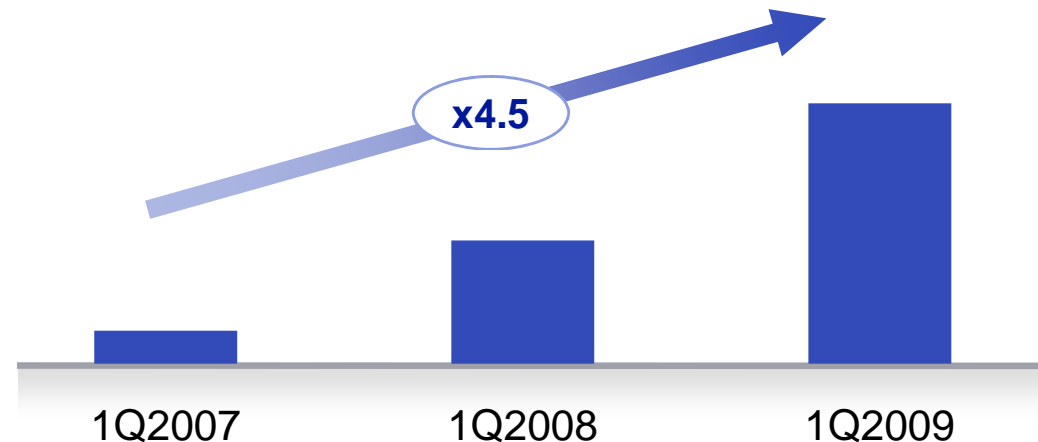
# Sales & Trading 'flow' businesses have grown through the crisis

Indexed, 1Q2007 = 100

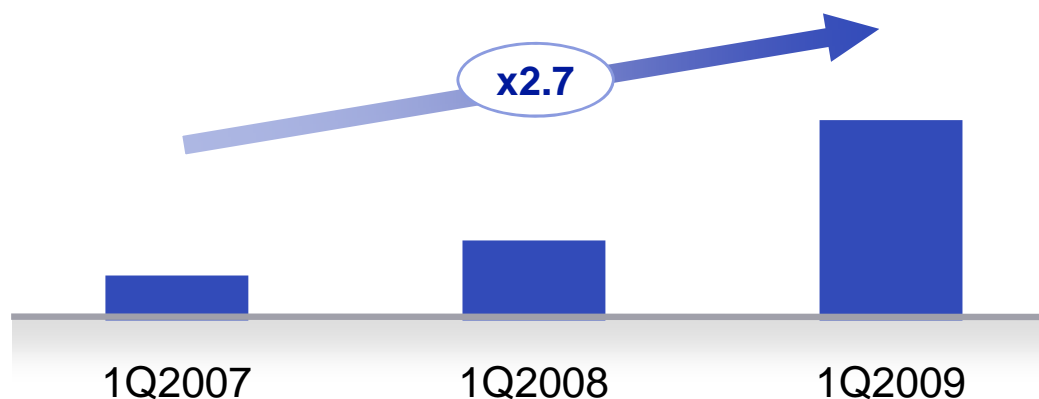
## Foreign Exchange



## Money Markets



## Rates



Note: 2007 based on structure as of 2008, 2008 onwards based on latest structure  
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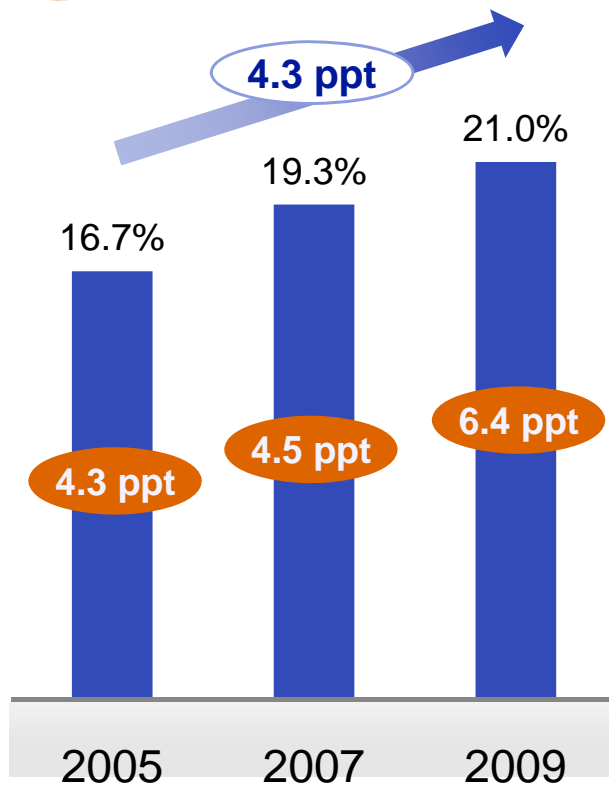


# Potential to leverage share gains in key 'flow' businesses

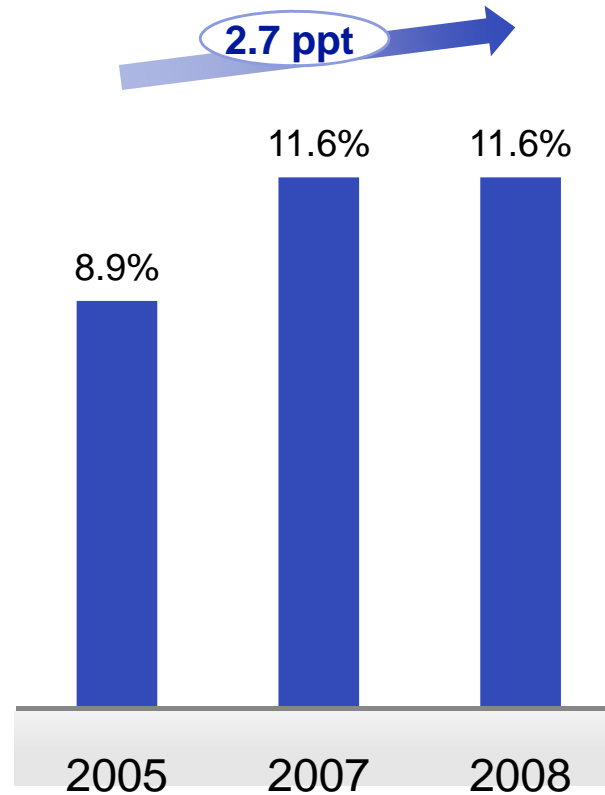
Deutsche Bank market share

## Foreign Exchange

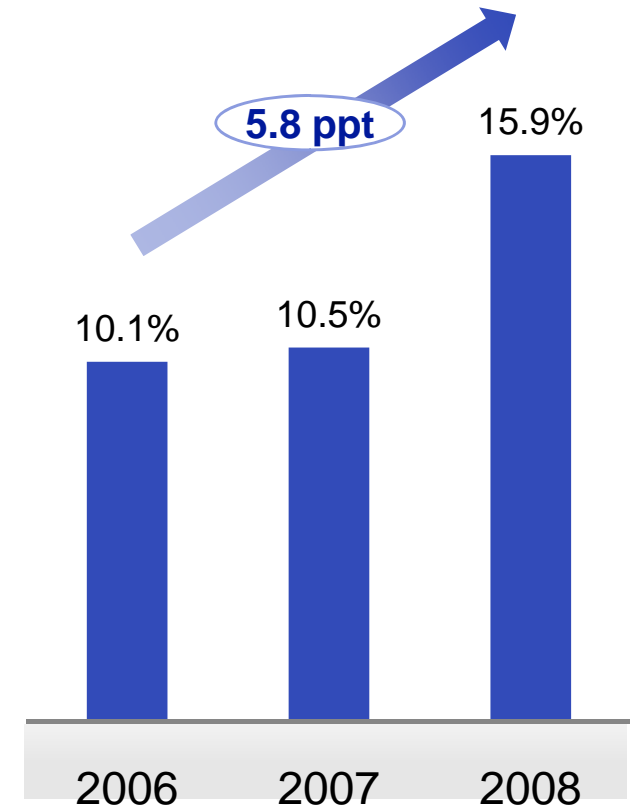
x.x ppt = Gap to #2



## Interest Rate Derivatives



## Credit Default Swaps\*



\* Market share for high yield CDS  
Source: Euromoney; Greenwich Associates  
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# Corporate Finance: Capturing share in tougher conditions

M&A announced: Ranking by volume in USD bn

## Global

## EMEA

### 2008

Rank		
1	Goldman Sachs	858
2	JP Morgan	782
3	Citi	706
4	BoA/Merrill Lynch	619
5	UBS	562
6	Morgan Stanley	552
7	Credit Suisse	489
<b>8</b>	<b>Deutsche Bank</b>	<b>487</b>
9	Barclays Capital	316
10	BNP Paribas SA	283

### 1Q09

Rank		
1	Morgan Stanley	219
2	JP Morgan	203
3	Citi	183
4	Goldman Sachs	160
<b>5</b>	<b>Deutsche Bank</b>	<b>133</b>
6	Credit Suisse	116
7	BoA/Merrill Lynch	99
8	UBS	93
9	Barclays	70
10	Evercore Partners	67

### 2008

Rank		
1	Goldman Sachs	554
2	JP Morgan	532
3	Citi	448
<b>4</b>	<b>Deutsche Bank</b>	<b>402</b>
5	UBS	362
6	Credit Suisse	347
7	BoA/Merrill Lynch	320
8	Morgan Stanley	299
9	BNP Paribas	234
10	Lazard	192

### 1Q09

Rank		
<b>1</b>	<b>Deutsche Bank</b>	<b>110</b>
2	Credit Suisse	109
3	Citi	104
4	JP Morgan	84
5	UBS	82
6	Morgan Stanley	69
7	Goldman Sachs	40
8	Lazard	39
9	BoA/Merrill Lynch	25
10	Rothschild	24



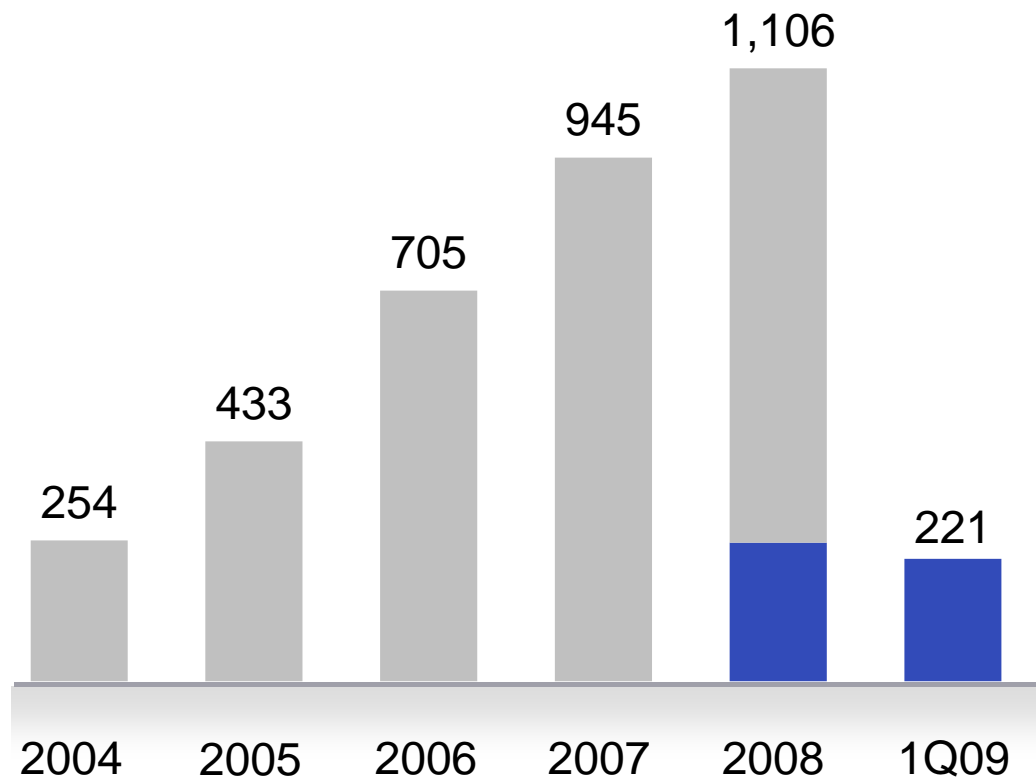


# Global Transaction Banking: Leveraging 'flight to quality'

2004 – 1Q2009 IBIT

In EUR m

■ 1Q

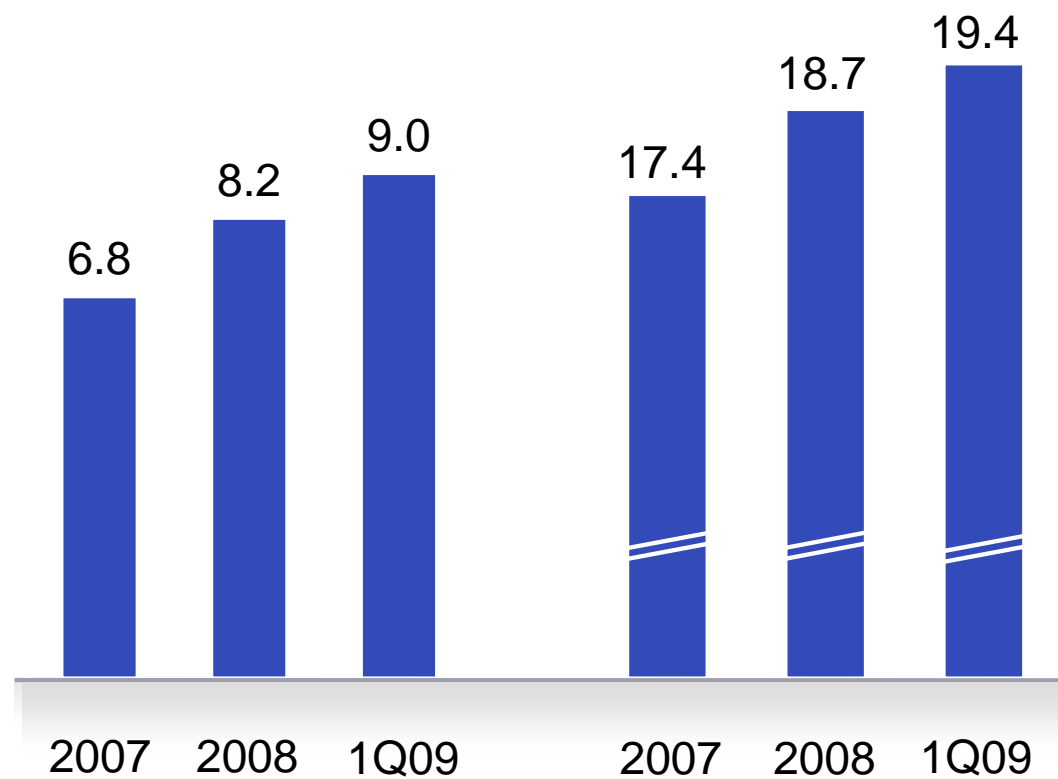


Market share capture - Clearing

In %, at period end

USD

EUR



Note: Numbers for 2004 - 2005 based on U.S. GAAP and on structure as of 2006, from 2006 onwards based on IFRS and on latest structure  
 Source: CHIPS, RTGS, Target 2 Germany  
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# A challenging environment for Private Clients and Asset Mgmt.

## Equity indices

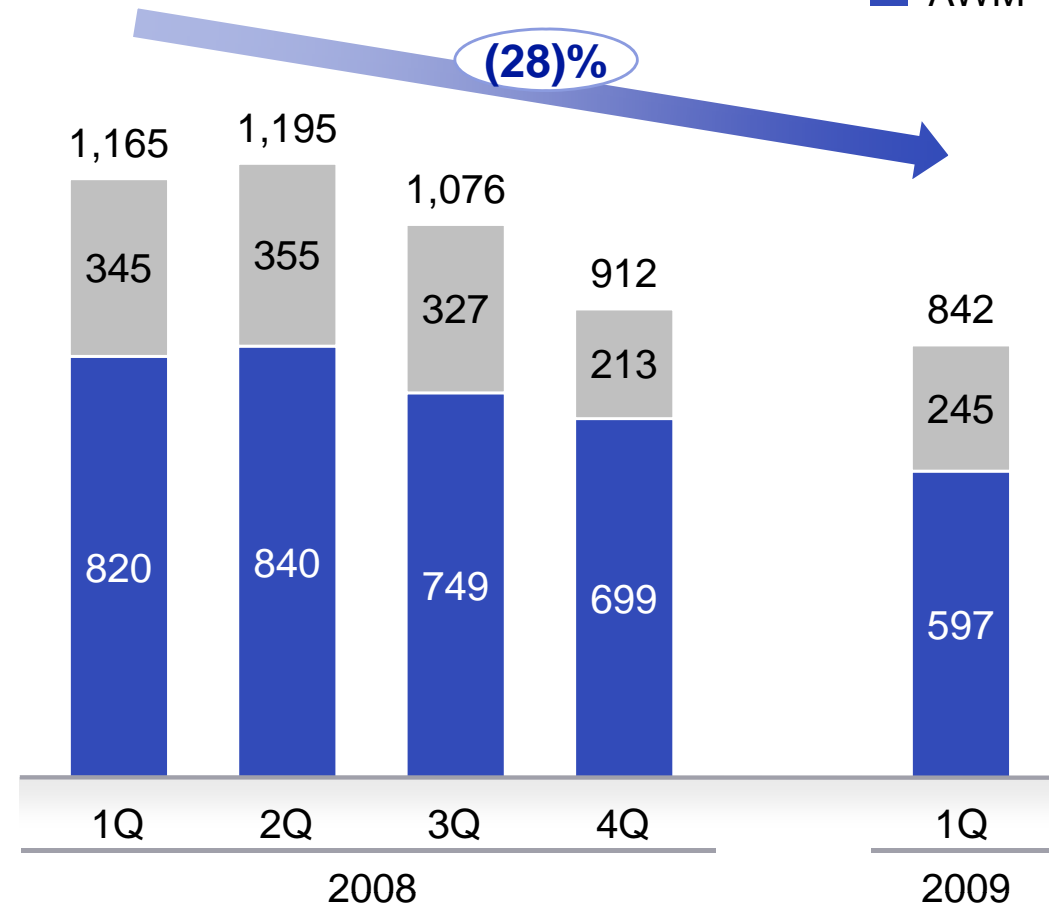
Indexed 1 Jan 2008 = 100



## Brokerage and portfolio- / fund management

Revenues, in EUR m

■ PBC  
■ AWM



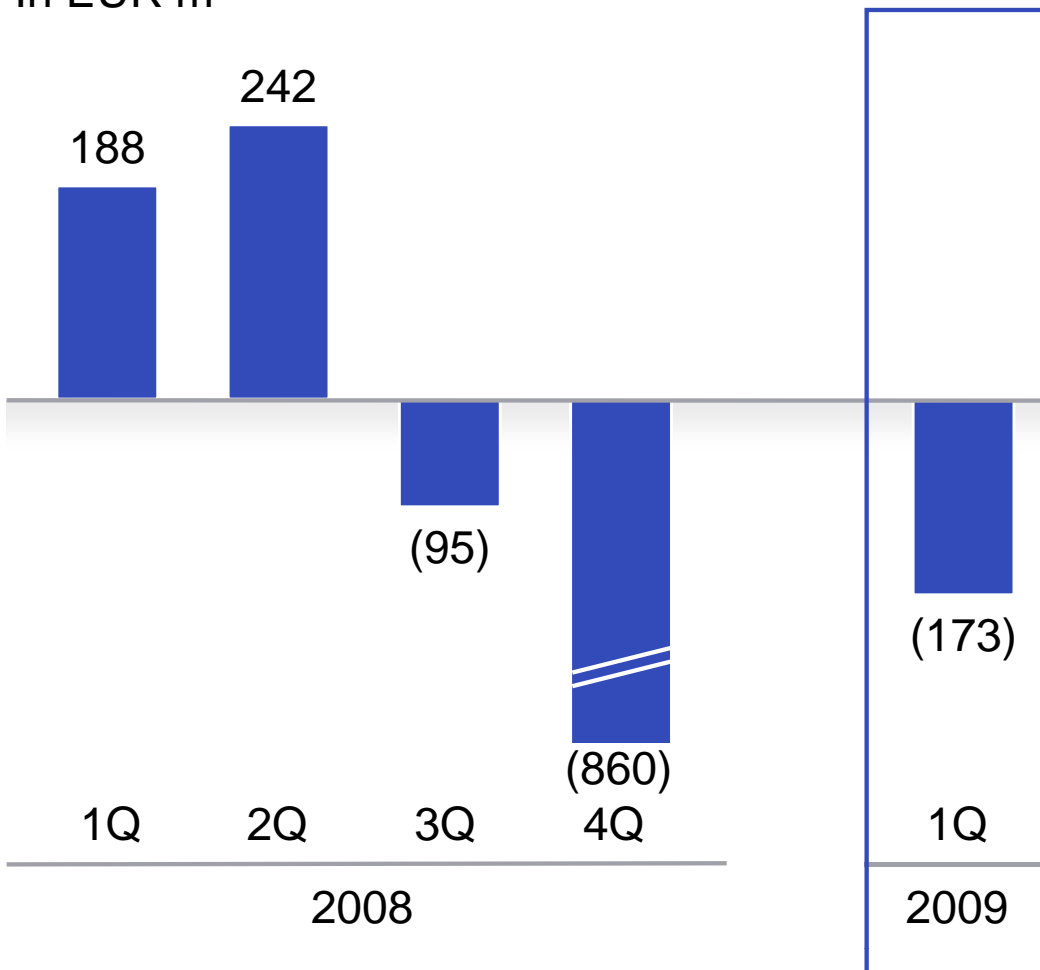
Note: Figures may not add up due to rounding differences  
Source: Bloomberg  
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# AWM: Restoring operating leverage at lower market levels

## Income before income taxes

In EUR m



## 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

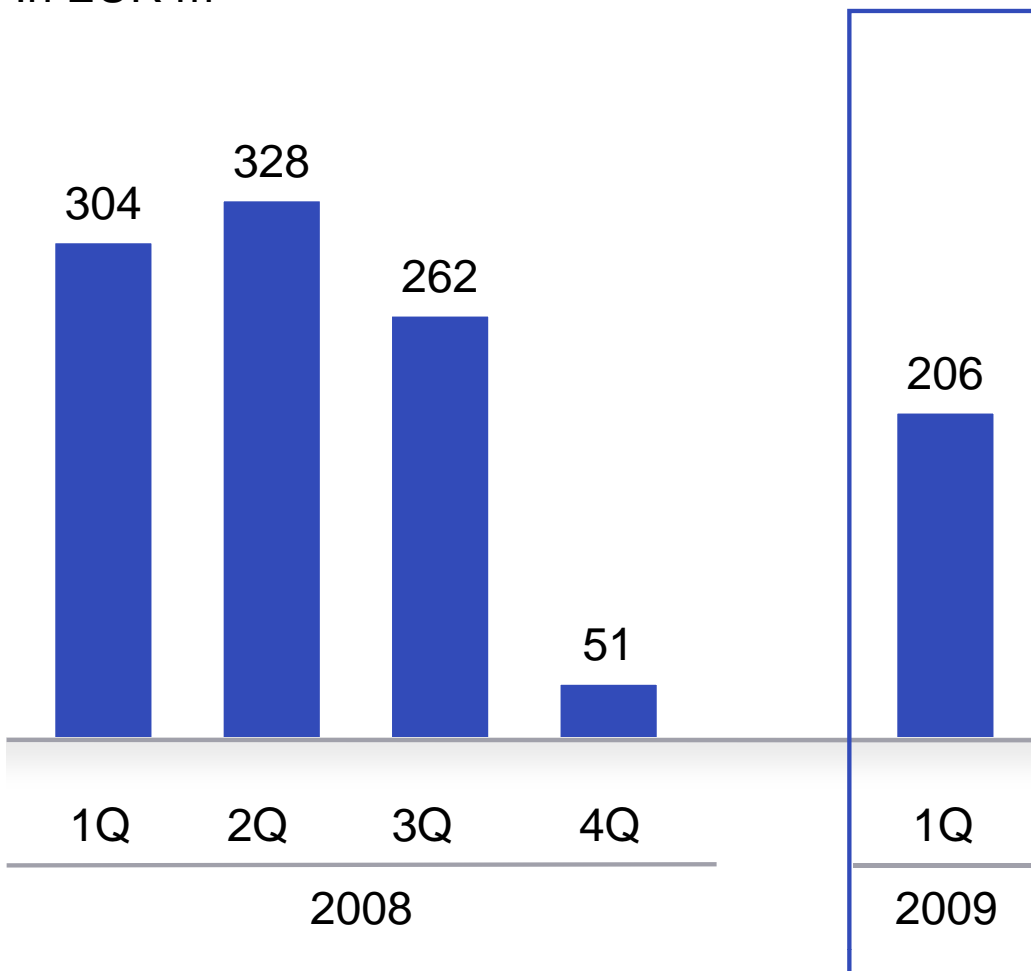




# PBC: Implementation of 'Growth and Efficiency' program

## Income before income taxes

In EUR m



## 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

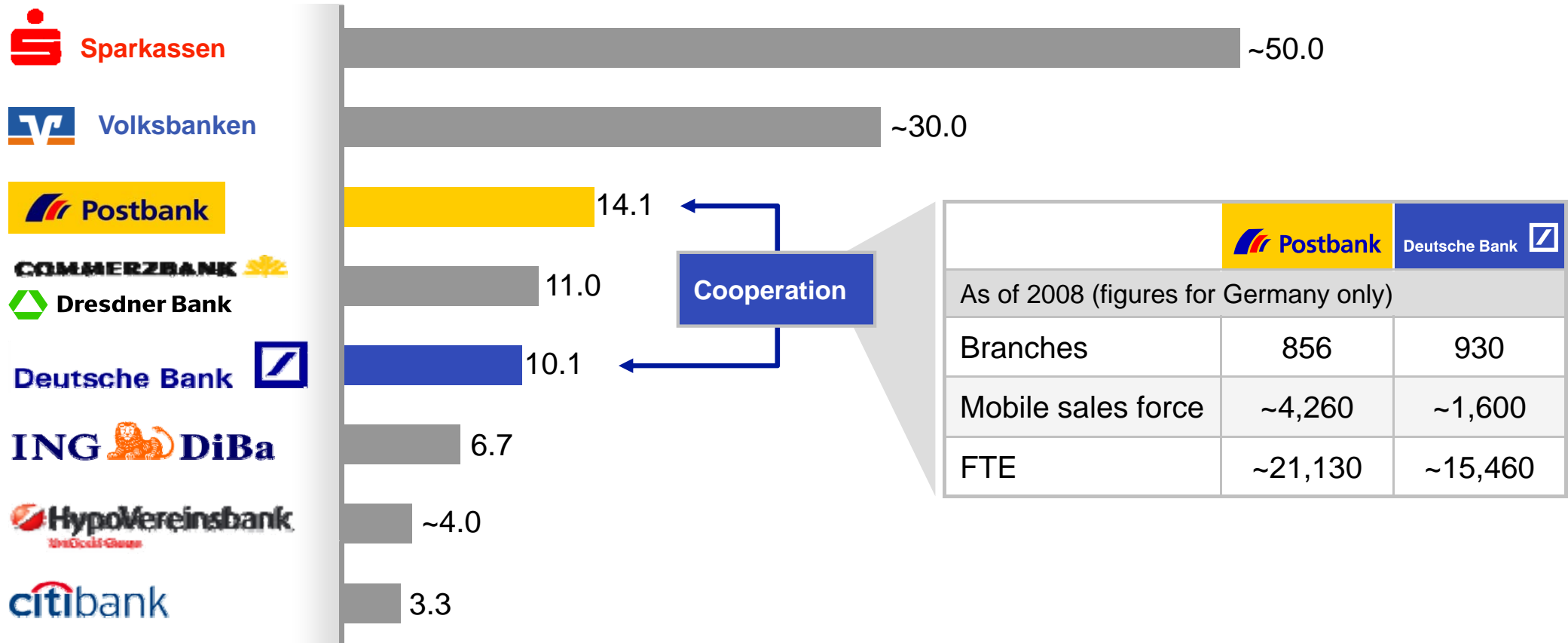
- Product and distribution synergies
- Joint purchasing / infrastructure synergies
- Expected run-rate pre-tax impact of EUR ~120-140 m within 3-4 years, split ~ 50%/50% between DB / Postbank





# Deutsche Postbank: Considerable strategic optionality

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



\* Source: Company website, Press releases  
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## 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](http://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 [www.deutsche-bank.com/ir](http://www.deutsche-bank.com/ir).

