

**financial**  
transparency.

## **Private & Business Clients**

### **Rainer Neske**

**Head of Private & Business Clients**

**Member of the Group Executive Committee**



**Frankfurt / London, June 2007**

A Passion to Perform.

**Deutsche Bank**

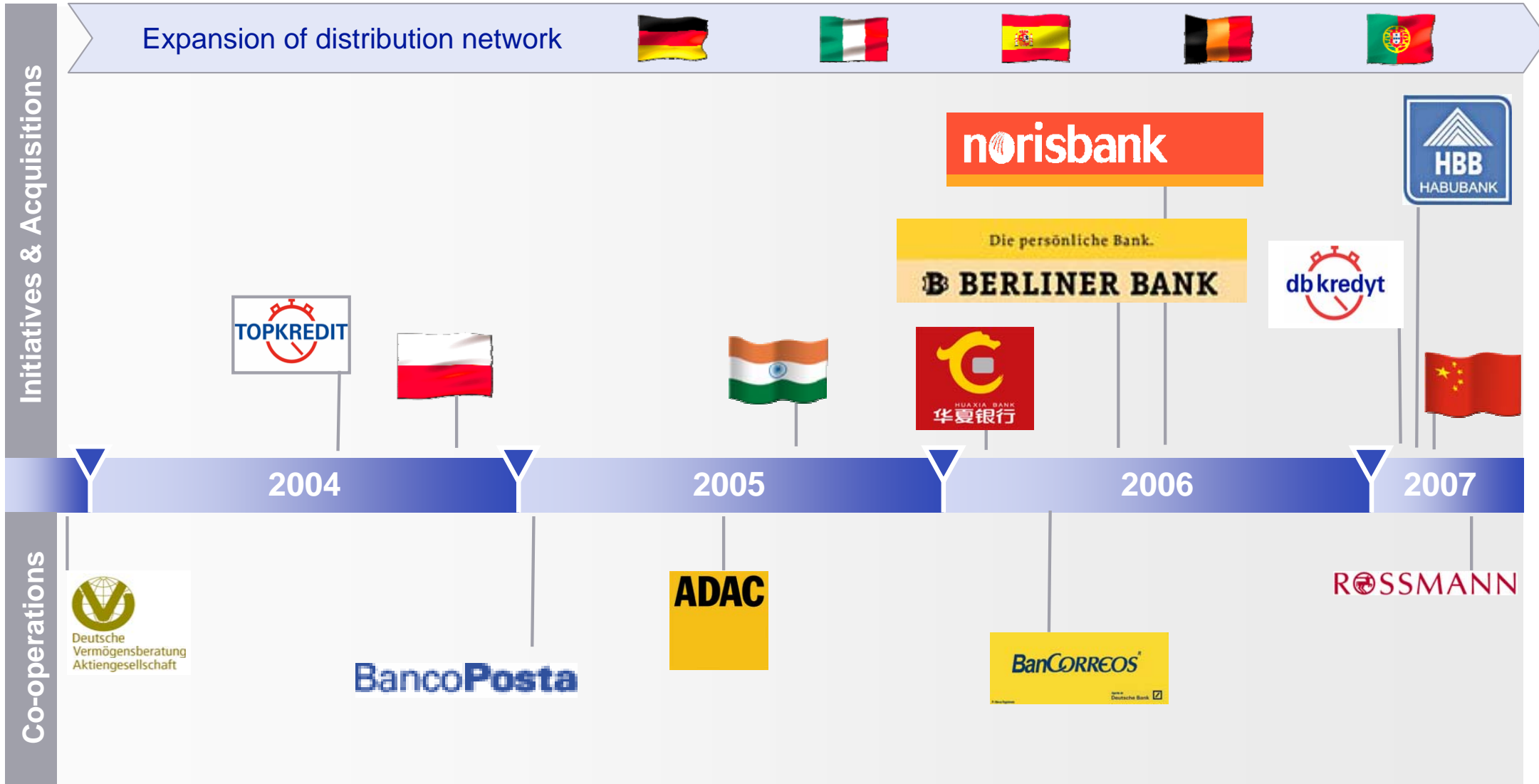




# Agenda

- 1 A dynamic business**
- 2 Update on growth initiatives
- 3 Managing the cost base
- 4 Growth and value creation

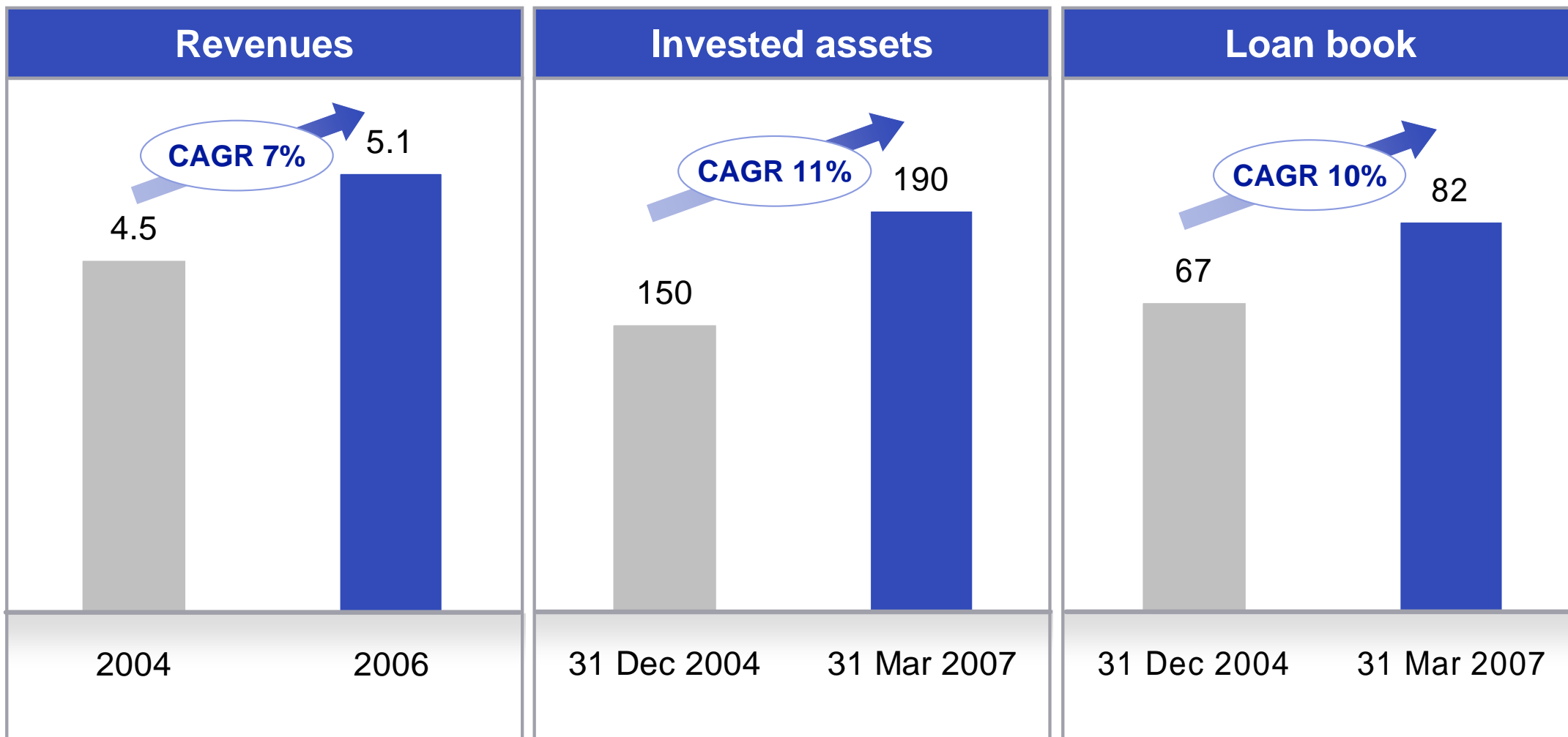
# A dynamic business ...





## ... with growth across the board ...

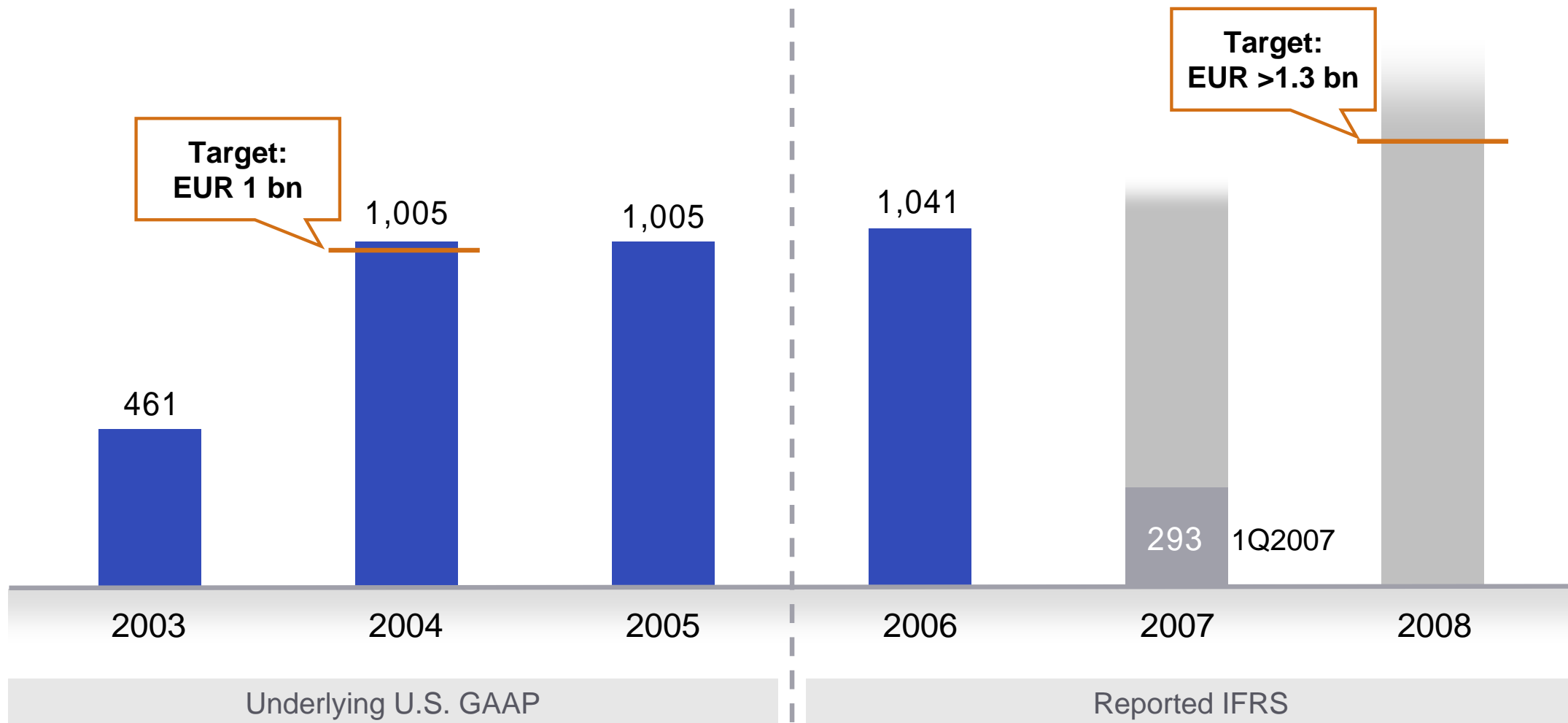
In EUR bn





## ... and a track-record of delivery

Income before income taxes, in EUR m



Note: 2003 – 2005 figures are underlying results based on U.S. GAAP; from 2006 onwards figures are reported results based on IFRS  
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# A stable business model based on two core competencies

## Private & Business Clients

### Advisory Banking

- 1 Berliner Bank
- 3 Poland: branch network
- 5 India: branch business
- 6 China: cooperation  
HuaXia/branches

**Distinctive advisory banking solutions  
for personal, private and business  
banking customers**

### Consumer Banking

- 2 Norisbank
- 4 Poland: db kredyt
- 5 India: credit card business
- 6 China: launch credit card  
business

**Consumer finance products  
complemented by basic banking products  
with attractive pricing**



# 1 Berliner Bank: Smooth integration resulting in strong business results

## Integration success 1Q2007

- Smooth change of ownership
- 5,300 net new clients in the first quarter
- Client business volume integrated
- First group revenues synergies realized



## Post-Integration

- Grow with existing business model on DB platform:
  - Strengthen PBC in our core market proposition (German affluents)
  - Revenue growth
  - Client base growth
- IT migrated to DB platform





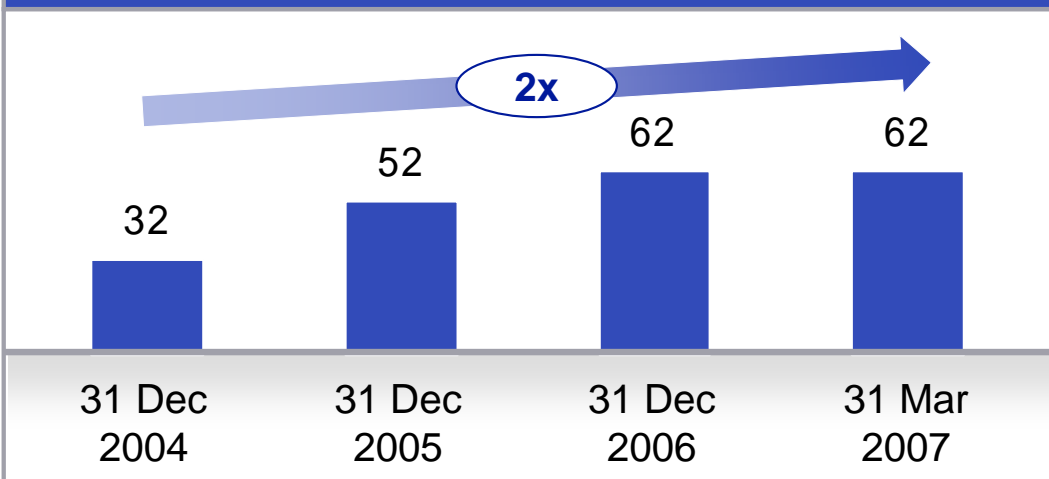
## 2 Norisbank: Successful integration shows first business results

	Closing	Today	Post-Integration
Portfolio	<ul style="list-style-type: none"> <li>■ Ca. 330,000 clients</li> <li>■ EUR 1.4 bn loan portfolio and EUR 1.4 bn deposits</li> </ul>	<ul style="list-style-type: none"> <li>■ Stable client base</li> <li>■ Stable client business volume</li> </ul>	<ul style="list-style-type: none"> <li>■ Growing client base to 1 million in 2010</li> </ul>
Staff	<ul style="list-style-type: none"> <li>■ No captive staff</li> </ul>	<ul style="list-style-type: none"> <li>■ Sales force in place (including staff temporarily hired from Teambank and own staff)</li> </ul>	<ul style="list-style-type: none"> <li>■ New “salary model” and own hires</li> </ul>
Products	<ul style="list-style-type: none"> <li>■ Pure consumer finance products</li> </ul>	<ul style="list-style-type: none"> <li>■ Successful products launched (e.g. RiesterRente, NorisTagesgeld)</li> </ul>	<ul style="list-style-type: none"> <li>■ Focused assortment</li> </ul>
Platform	<ul style="list-style-type: none"> <li>■ Nationwide branch network with 98 branches</li> <li>■ No captive IT platform</li> </ul>	<ul style="list-style-type: none"> <li>■ Operating on existing IT platform, migration of the infrastructure to DB systems</li> <li>■ Deutsche Bank Credit Scoring tool implemented</li> </ul>	<ul style="list-style-type: none"> <li>■ Entire branch network processes and IT up and running on DB platform</li> </ul>

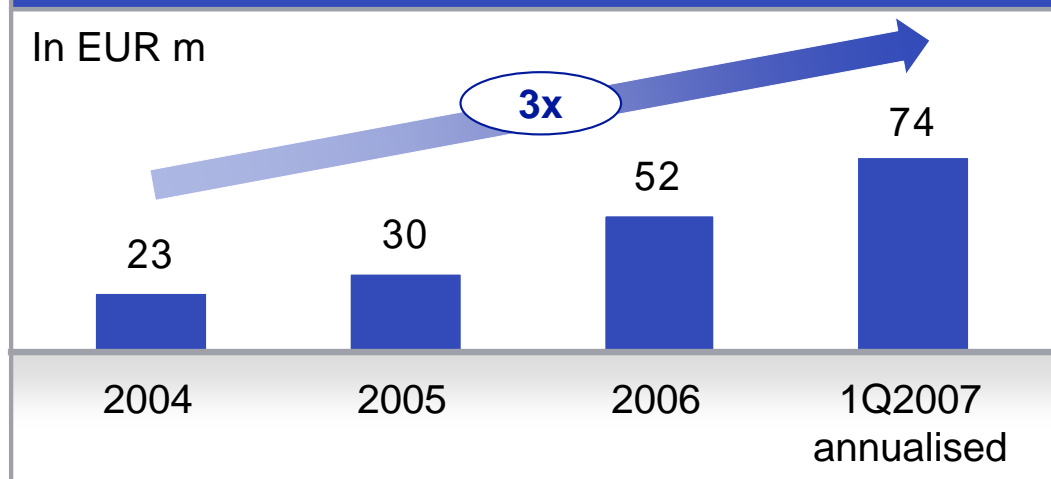


### 3 Poland: Investments in advisory banking pay off

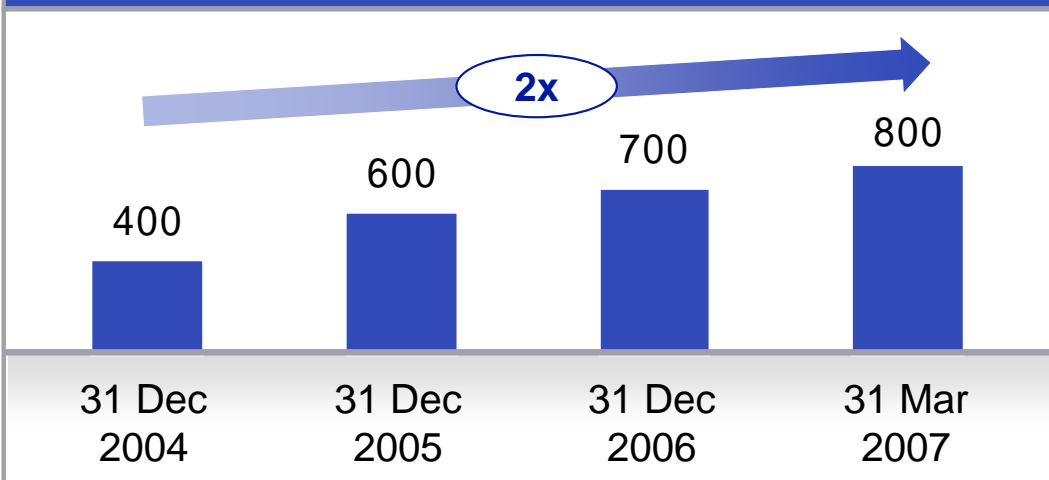
Number of branches



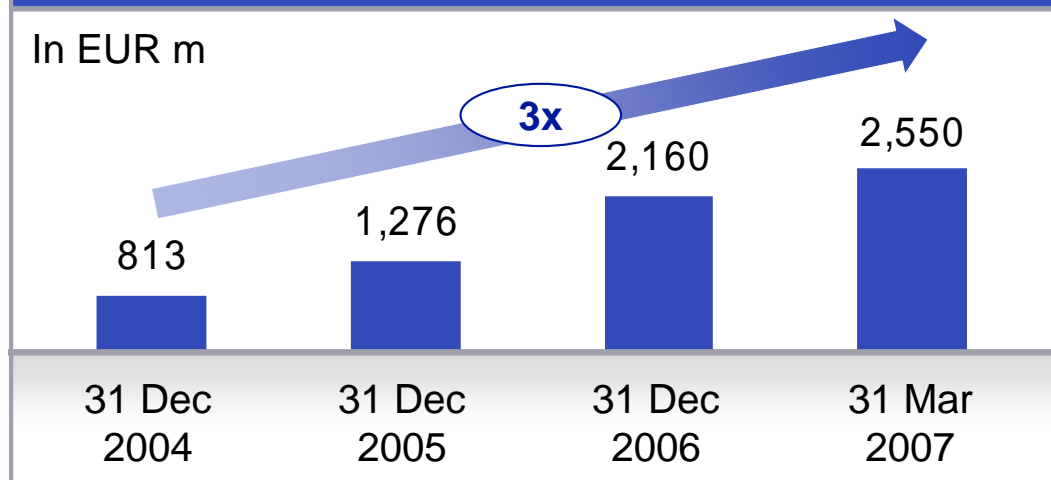
Revenues



Number of employees



Client Business Volume\*



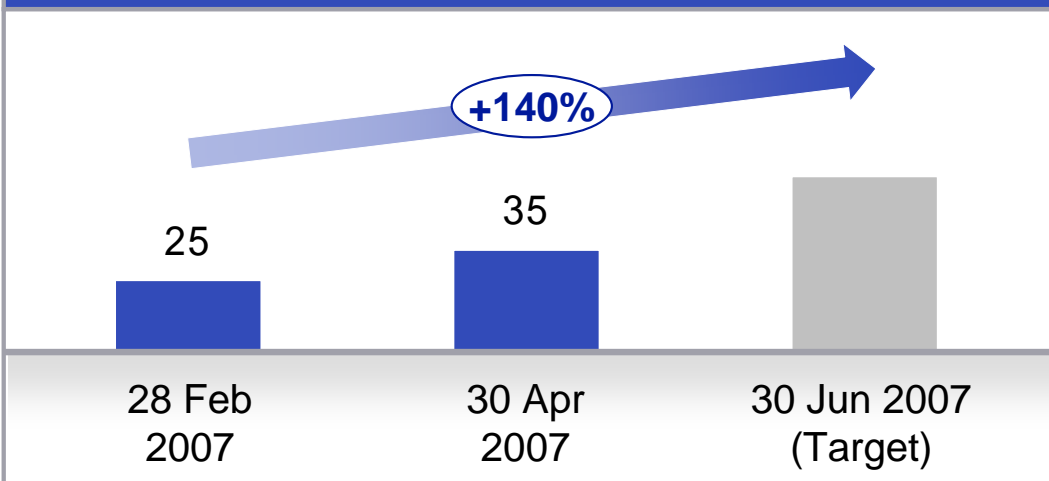
\* Client Business Volume = Invested assets and sight deposits and loans  
 Note: 2004 and 2005 based on U.S. GAAP; from 2006 onwards based on IFRS  
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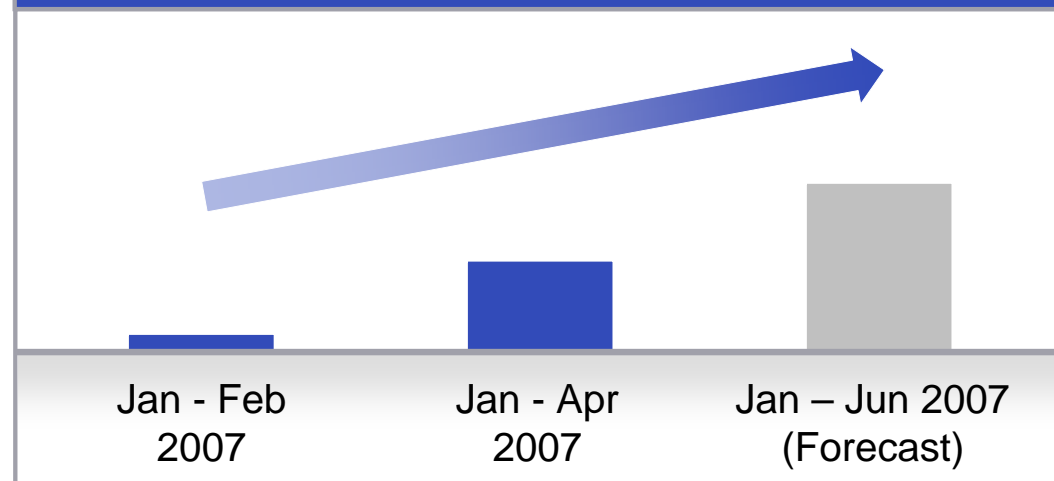


## 4 Poland: Successful entry in consumer finance market

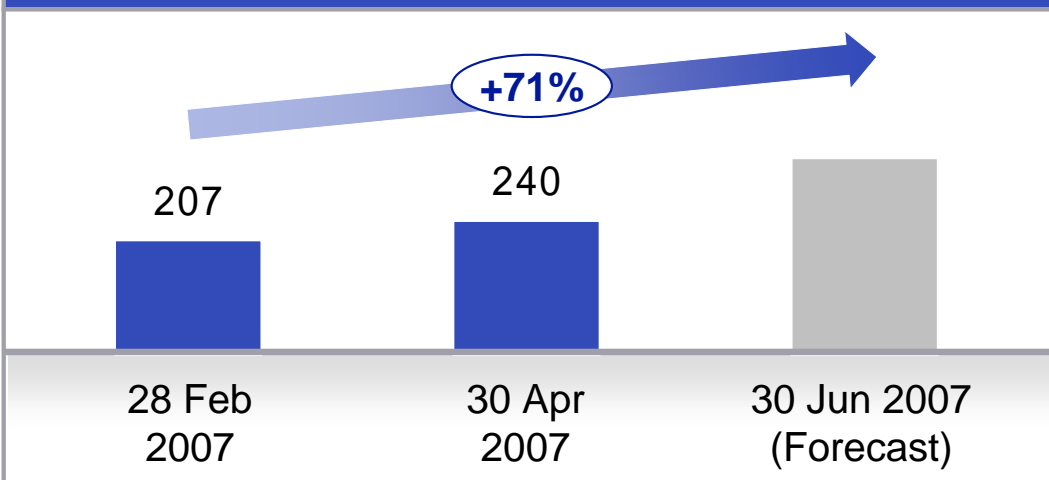
Number of db kredyt-shops



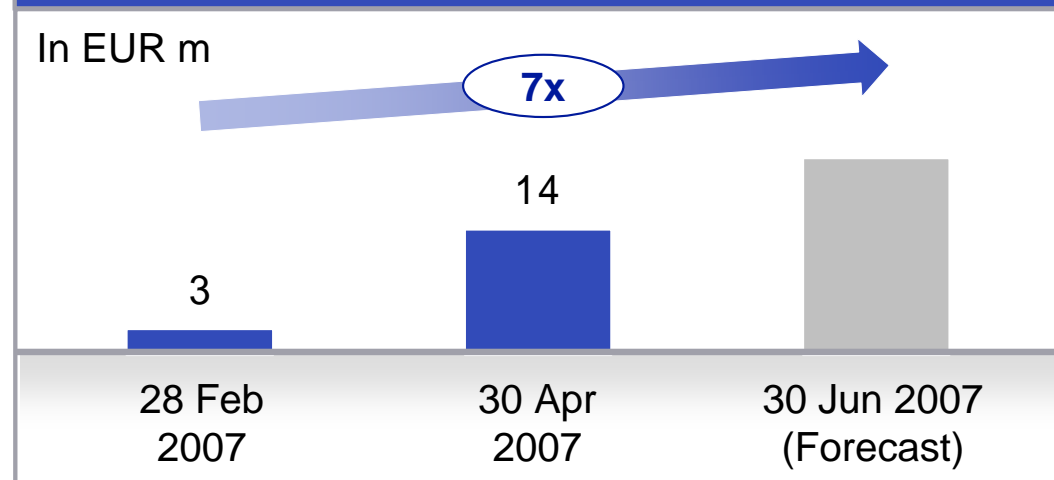
Revenues



Number of employees



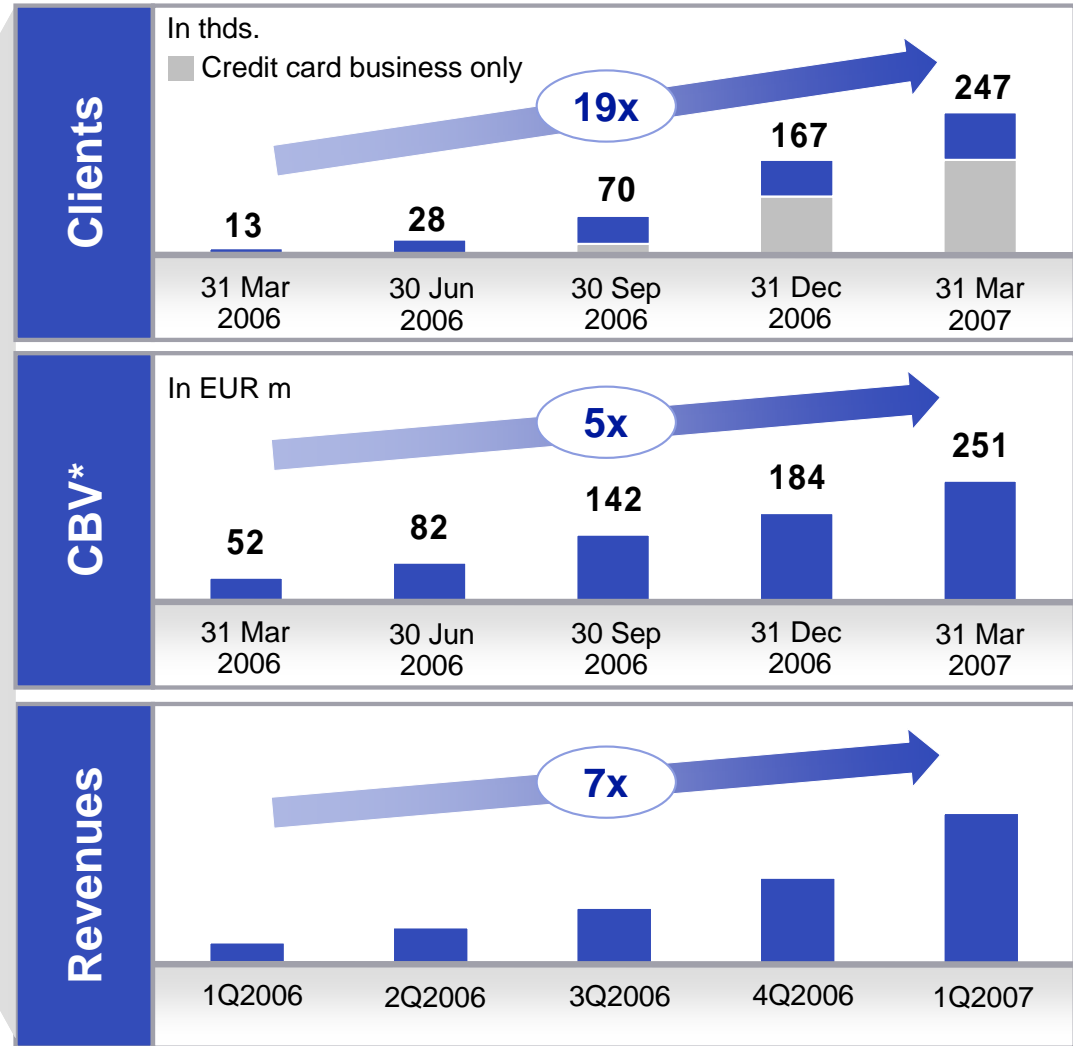
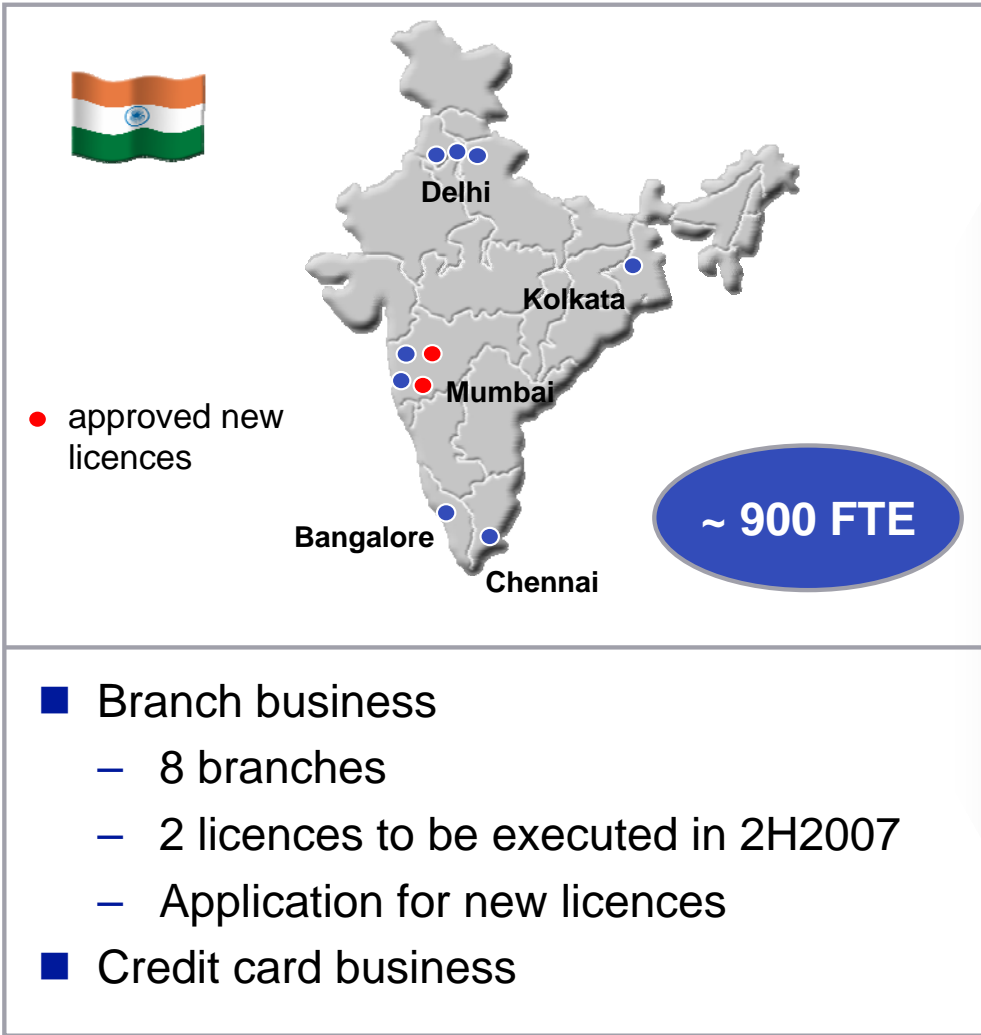
Client Business Volume\*



\* Client Business Volume = Invested assets and sight deposits and loans  
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# 5 India: Successful start for branch business and credit card activities



\* Client Business Volume = Invested assets and sight deposits and loans  
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6

## China: Market entry via own branches and cooperation

### HuaXia investment



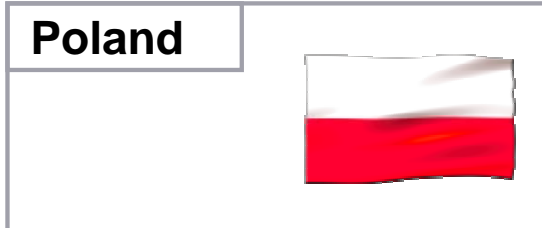
- 10% stake in HuaXia Bank:
  - 243 branches in Tier 1 and 2 cities
  - 8.5m clients
  - 7th largest listed bank in China in terms of market cap
- ~ 200% upward move of HXB share price since closing in May 2006

### HuaXia cooperation & PBC business

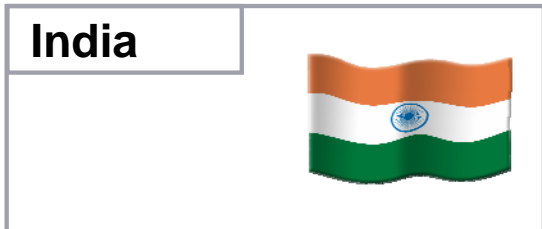
- Cooperation with HuaXia Bank includes:
  - Exclusive credit card cooperation to be launched in 2Q2007
  - Development of joint affluent proposition
  - Knowledge transfer in risk management area started to further strengthen HuaXia Bank's business operations, in particular:
    - Credit Risk Management
    - Asset Liability Management
    - Operational Risk Management
  - DB with board seat in HuaXia Bank's board of directors
- PBC business: Branch openings in Beijing and Shanghai in March 2007



# Investment in Emerging Markets will continue



- Continue with branch network expansion
- Extend Consumer Finance activities



- Continue with branch network expansion
- Further develop credit card business



- Extend business cooperation with Hua Xia Bank (mainly credit card business)



- Develop cooperation with Habubank

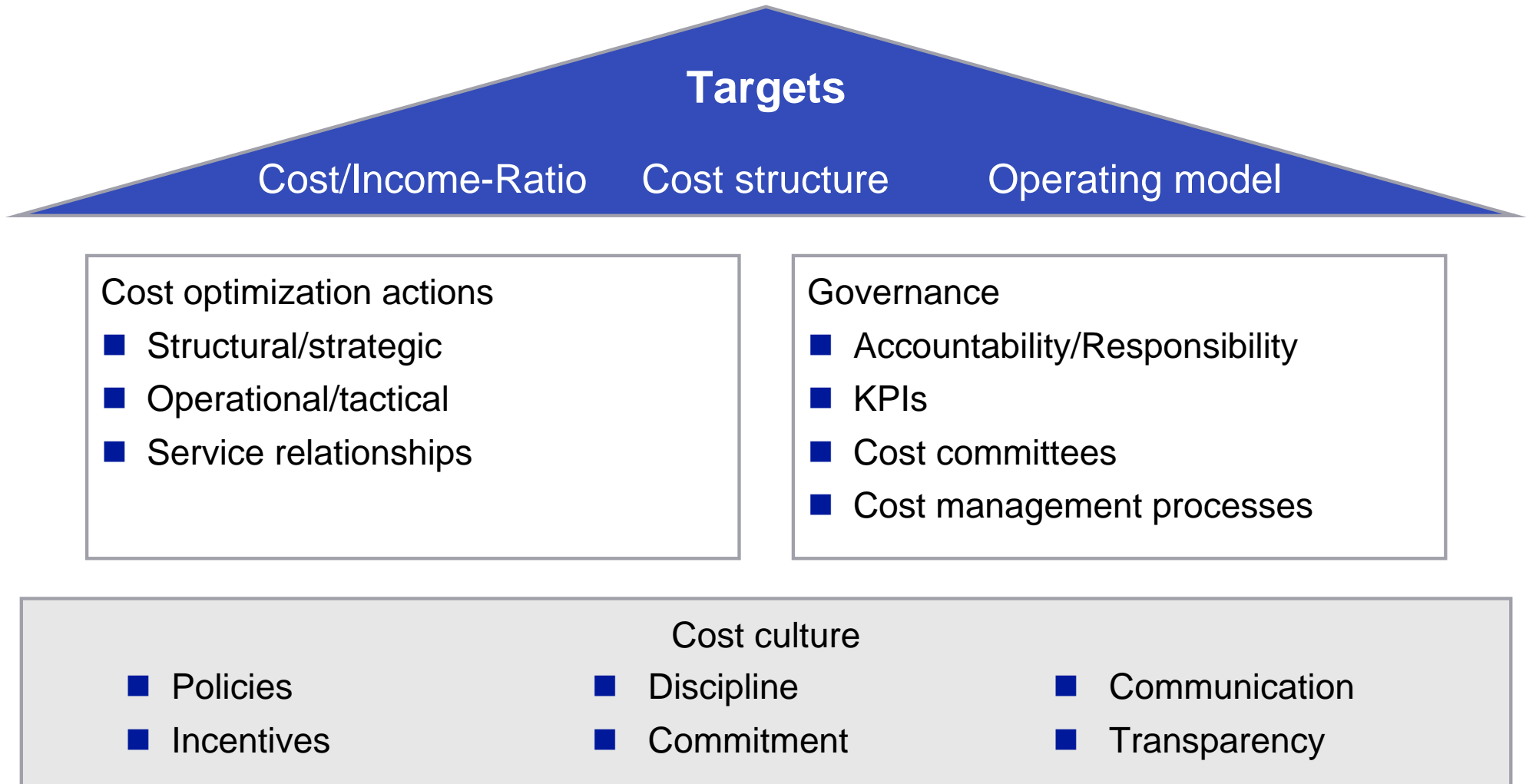


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# Costs are managed in a systematic way







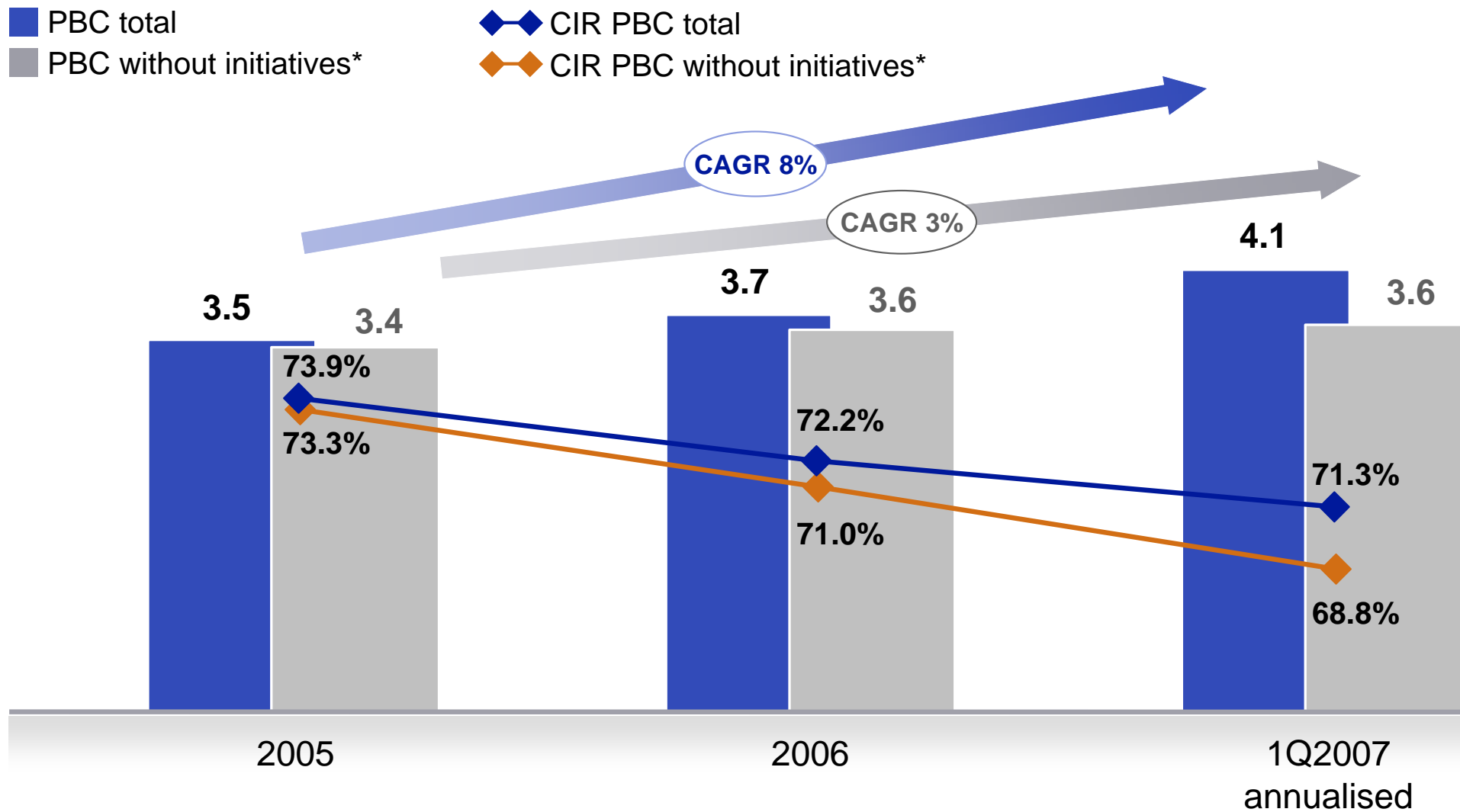
## After bold restructuring – rigid cost management and step by step optimization of cost base

Some cost optimization projects since 2004	Timing	Results
<b>Germany: Infrastructure</b>	2004 – 2006	30% reduction of branch IT infrastructure costs
<b>Germany: Credit “factory”</b>	2005 – 2006	25% reduction of direct operating costs for credit servicing
<b>Italy: Captive Service Provider</b>	2005 – 2006	7% cost reduction of bundled support functions
<b>Globally: Cost management</b>	Ongoing	Managing towards PBC’s global CIR target of 68%



# Results include massive investments in future growth

Noninterest expenses, in EUR m



\* Norisbank, Berliner Bank, Poland, Asia  
Note: 2005 figures based on U.S.GAAP, from 2006 onwards based on IFRS  
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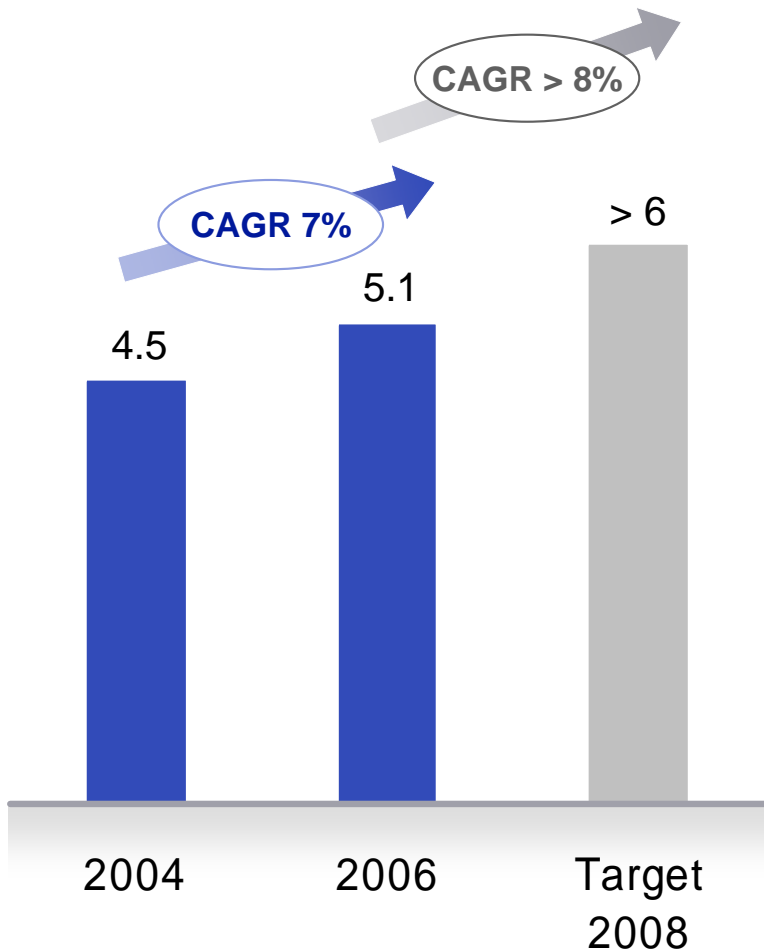
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# Revenue growth outperforming GDP growth in all markets

PBC revenues, in EUR bn



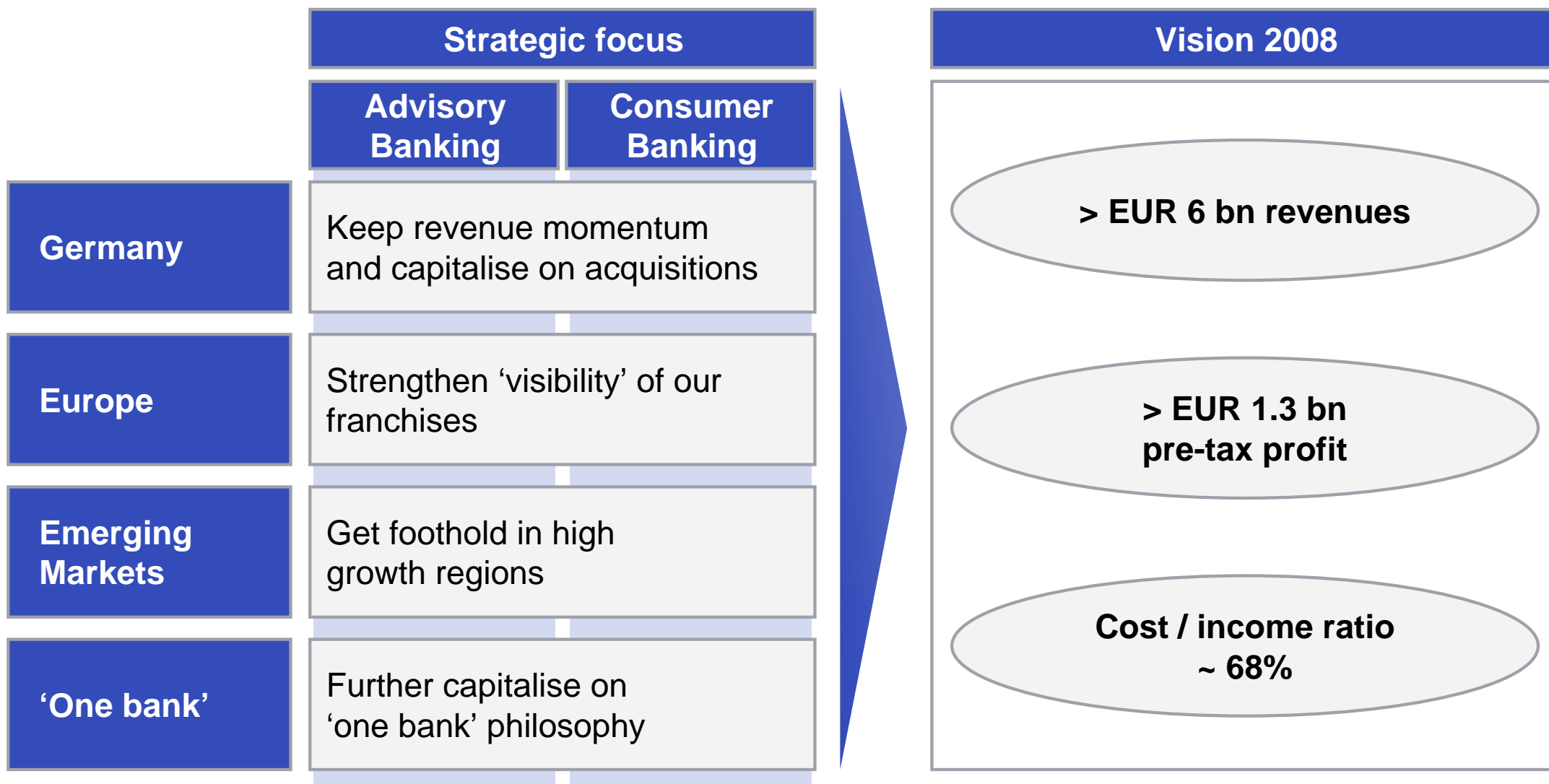
	Regional split	GDP growth <sup>(3)</sup>
Germany		1.4%
Europe <sup>(1)</sup>		1.5%
Emerging Markets <sup>(2)</sup>		8.0%

(1) Italy, Spain, Belgium, Portugal (2) Poland, India, China (3) CAGR 2004-2006, weighted average, source: Global Insight WWM

Note: 2004 based on U.S. GAAP, from 2006 onwards based on IFRS



# PBC will deliver on clear targets





## Cautionary statements

The information provided herein does not represent a full set of financial statements in accordance with IAS 1 and IFRS 1. Therefore it may be subject to adjustments based on the preparation of the full set of financial statements for 2007. The segment information is based on IFRS 8: 'Operating Segments'. IFRS 8, whilst approved by the International Accounting Standards Board (IASB), has yet to be endorsed by the European Union.

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 27 March 2007 on pages 9 through 15 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-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 1Q2007 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).