



# Tier 2 Fixed Income Roadshow

London / New York / Boston / Chicago

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*Passion to Perform*

May 2013

# Deutsche Bank at a glance

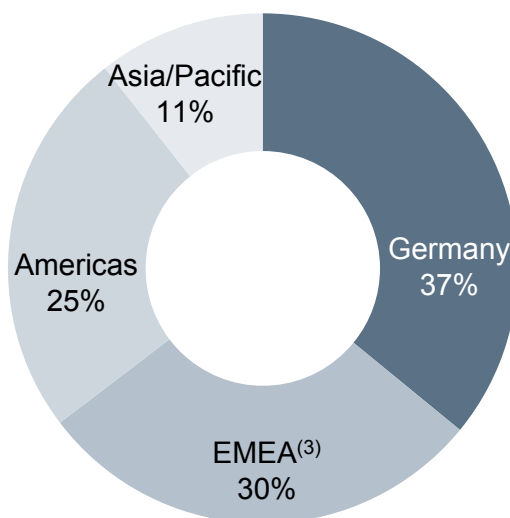
## FY2012



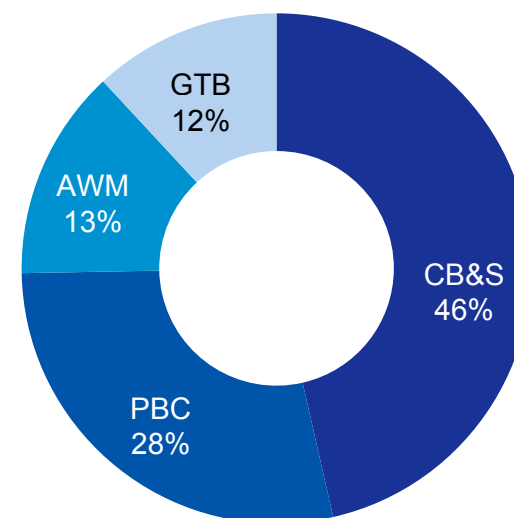
### Key facts

Revenues in EUR bn	33.7
Employees	~98,000
Retail customers, in m	28.4
Number of branches	~2,800
Invested Assets, in EUR bn	1,237

### Revenues per region<sup>(1)</sup>



### Revenues by business<sup>(2)</sup>



Note: Figures may not add up due to rounding differences

(1) FY2012 revenues of EUR 33.7 bn include regional revenues of 103% (Germany, EMEA, Americas, Asia/Pacific) and Consolidations & Adjustments revenues of (3)%

(2) FY2012 revenues of EUR 33.7 bn include Consolidations & Adjustments revenues of (3)% and NCOU revenues of 3% that are not shown in this chart

(3) Europe ex Germany, plus Middle East and Africa



## 1 Financials

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## 2 Positioning and strategy

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## 3 Capital, liquidity and funding

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# Results at a glance

In EUR bn, unless otherwise stated

	1Q2013	FY2012	
<b>Performance highlights</b>	Net revenues	9.4	33.7
	Common Equity Tier 1 ratio, Basel 3 fully loaded <sup>(1)</sup>	8.8%	7.8%
	Common Equity Tier 1 ratio, Basel 2.5	12.1%	11.4%
	Post-tax return on average active equity, in%	12.3%	0.5%
<b>Impact on profitability</b>	<b>Reported Group IBIT</b>	<b>2.4</b>	<b>0.8</b>
	Non-Core Operations Unit	(0.2)	(2.9)
	Core Bank impairments <sup>(2)</sup>	-	(1.5)
	Core Bank significant litigation <sup>(3)</sup>	-	(1.4)
	<b>Core Bank adjusted IBIT</b>	<b>2.6</b>	<b>6.5</b>

Note: Core Bank includes CB&S, GTB, AWM, PBC, and C&A; numbers may not add up due to rounding (1) Pro-forma (2) Impairment of intangible assets (3) >EUR 100m




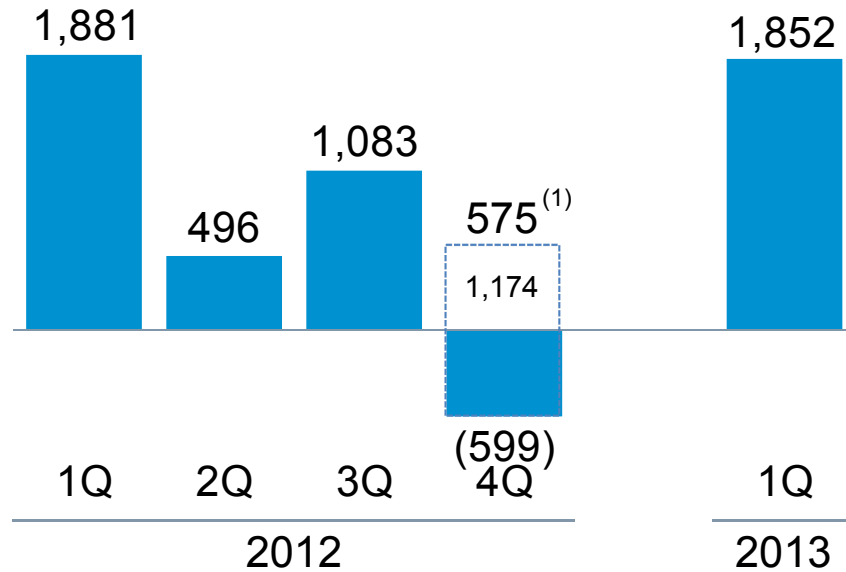
# Divisional performance: CB&S and GTB

## Income before income taxes, in EUR m

### Corporate Banking & Securities


In EUR m

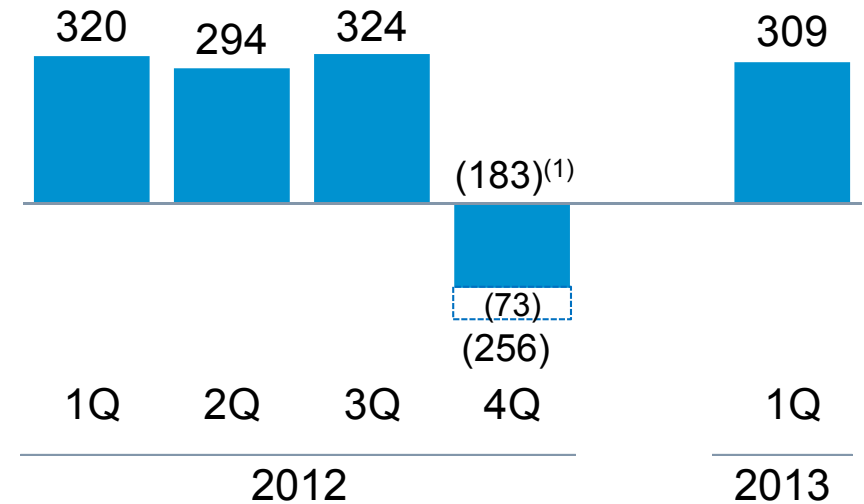
 Impairment of goodwill and other intangible assets



### Global Transaction Banking

In EUR m

 Impairment of goodwill and other intangible assets



(1) IBIT adjusted for impairment for goodwill and other intangible assets




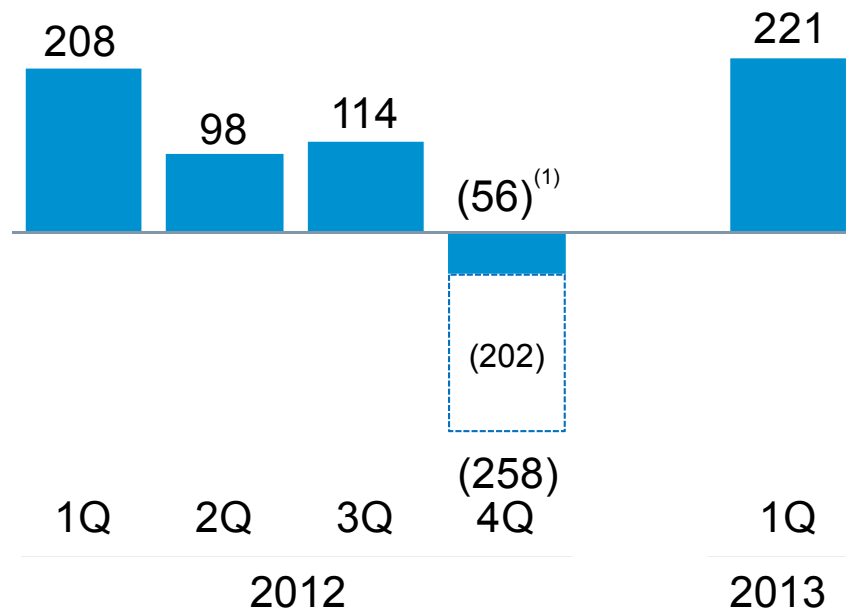
# Divisional performance: AWM and PBC

## Income before income taxes, in EUR m

### Asset & Wealth Management

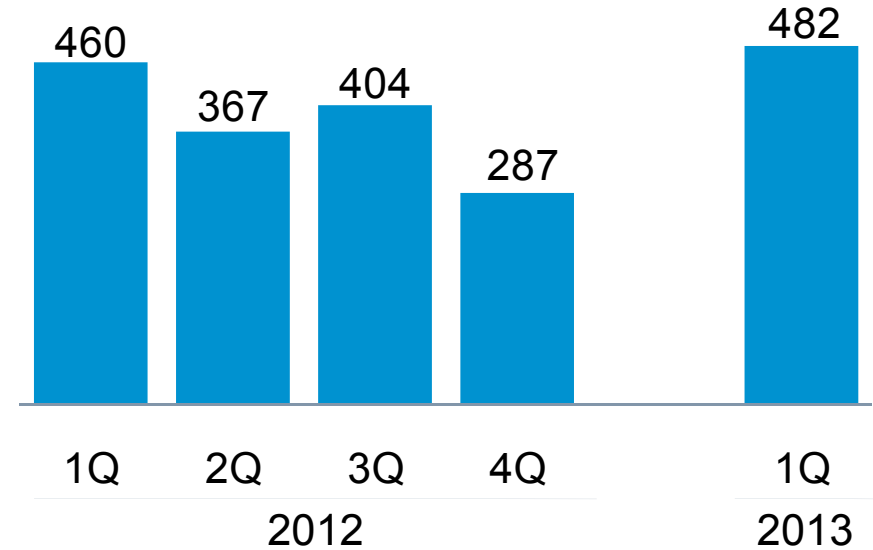
In EUR m

 Impairment of goodwill and other intangible assets



### Private & Business Clients

In EUR m



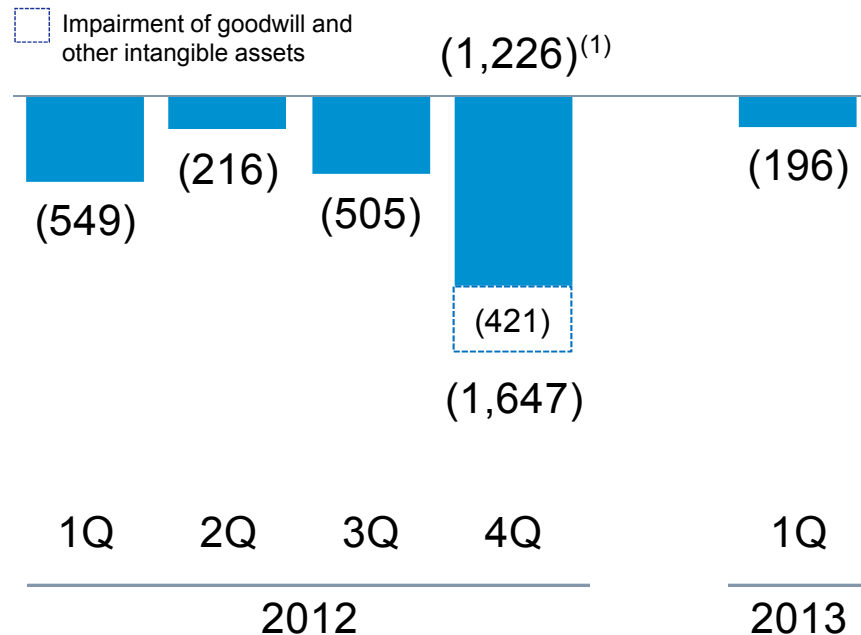
(1) IBIT adjusted for impairment of goodwill and other intangible assets



# NCOU: Pre-tax profit & roll-off profile

## Income before income taxes

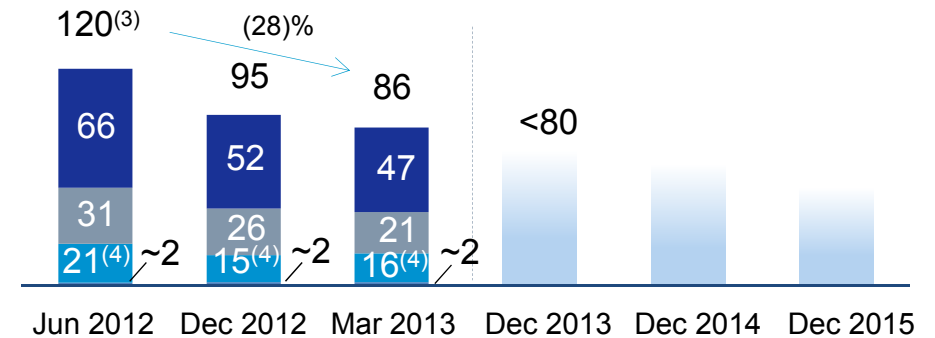
In EUR m



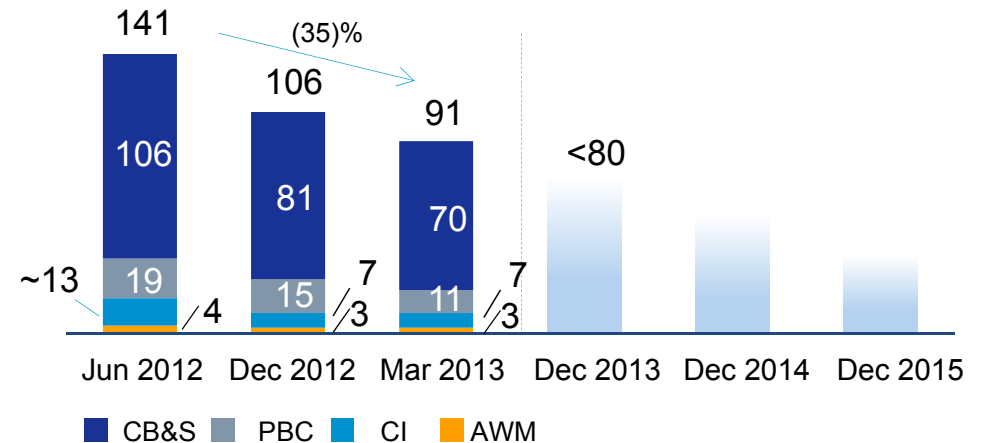
- (1) IBIT adjusted for impairment of goodwill and other intangible assets
- (2) Total assets according to IFRS adjusted for netting of derivatives and certain other components
- (3) Changed due to refinements in netting and consolidation adjustments to adjusted assets between NCOU and the Core businesses - no overall impact to DB Group
- (4) RWA plus equivalent of items currently deducted 50/50 from Tier 1/Tier 2 capital whereby the Tier 1 deduction amount is scaled at 10%

## Size of Non-Core Operations Unit

Adjusted assets<sup>(2)</sup>, in EUR bn



Pro-forma Basel 3 RWA equivalent<sup>(4)</sup>, in EUR bn



# Agenda



1 Financials

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**2 Positioning and strategy**

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3 Capital, liquidity and funding

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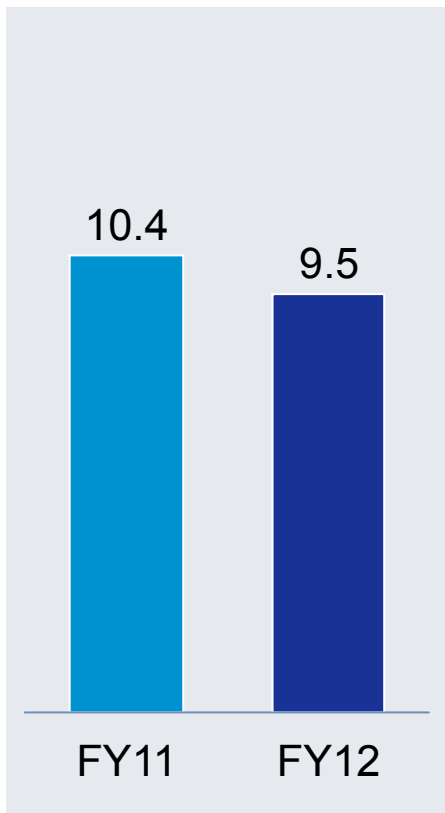




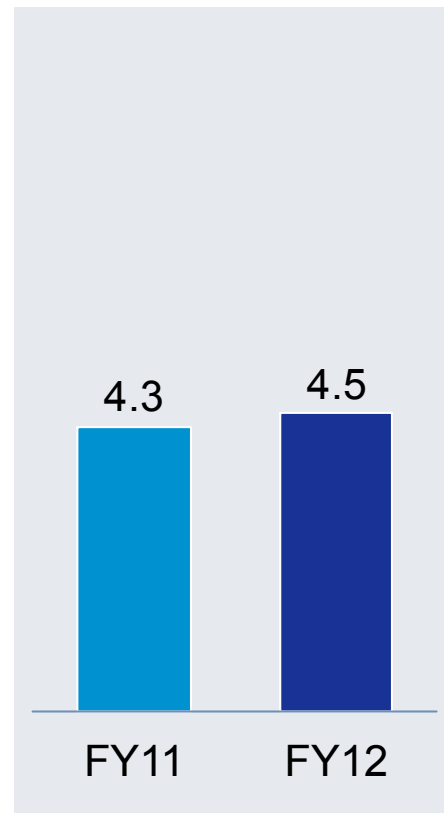
# 2012: Our franchise remained resilient

Revenues, in EUR bn

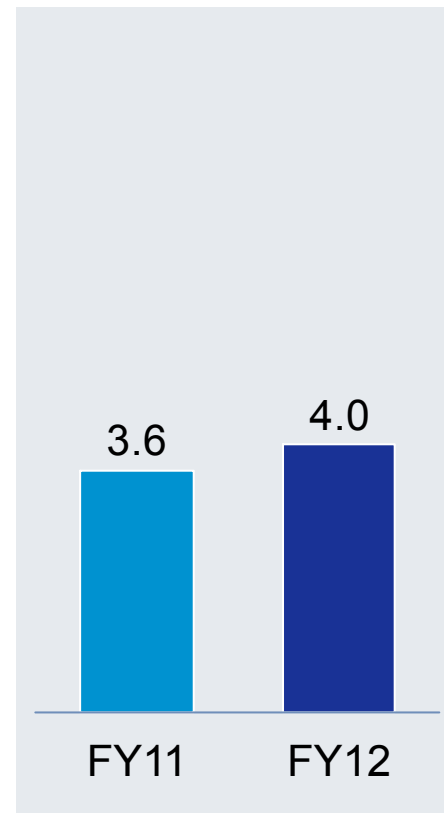
Private & Business Clients



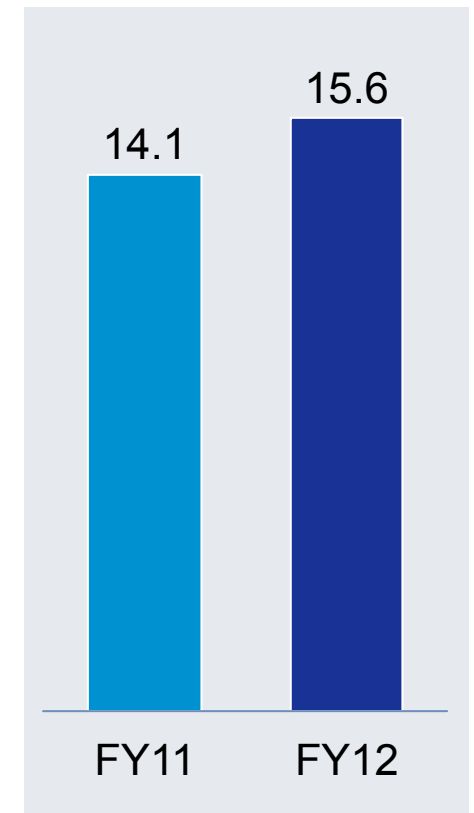
Asset & Wealth Management



Global Transaction Banking



Corporate Banking & Securities

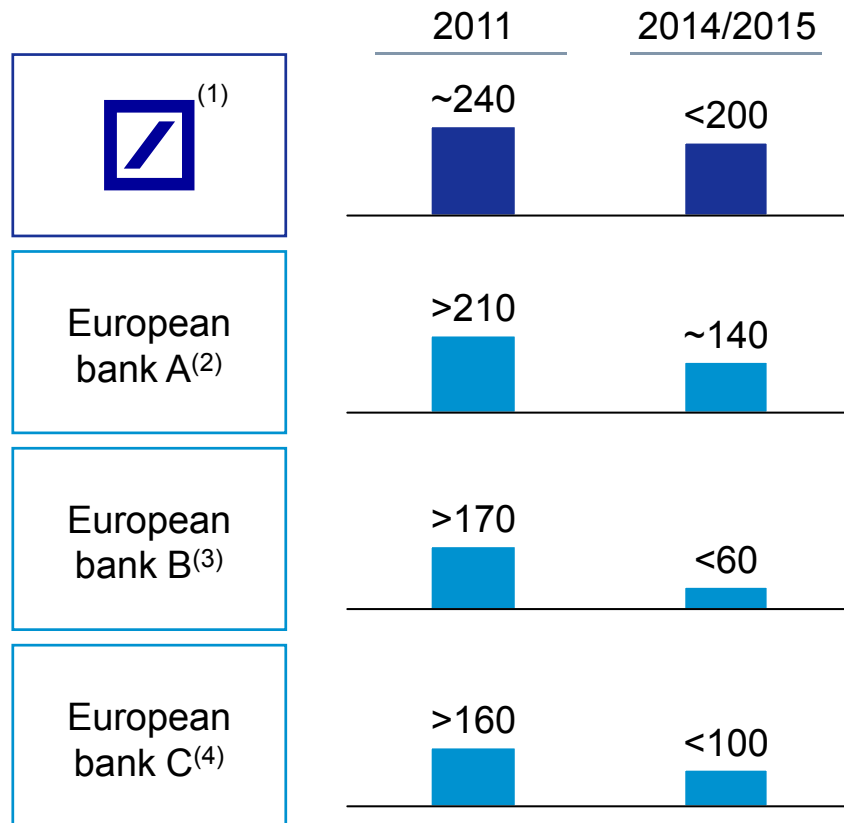




# Industry consolidation: Validates our strategic view

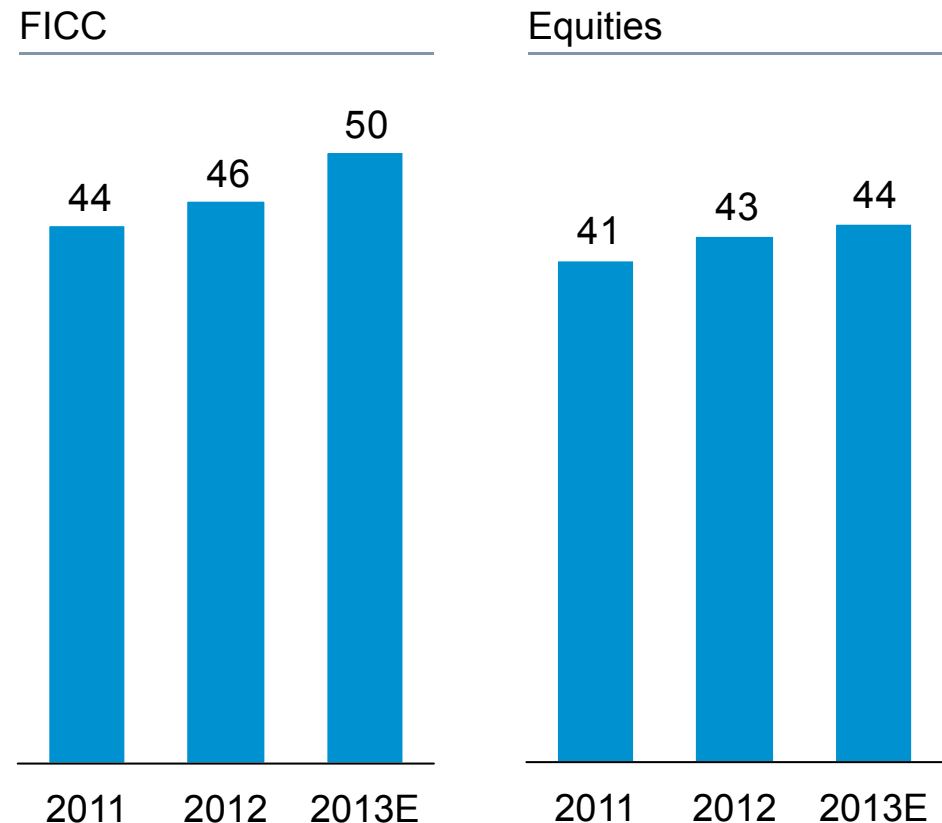
## Changing competitive landscape...

Pro-forma B3 RWA-equivalent in investment bank, in EURbn



## ...and share gains for global leaders

Cumulative market share of top-5 players



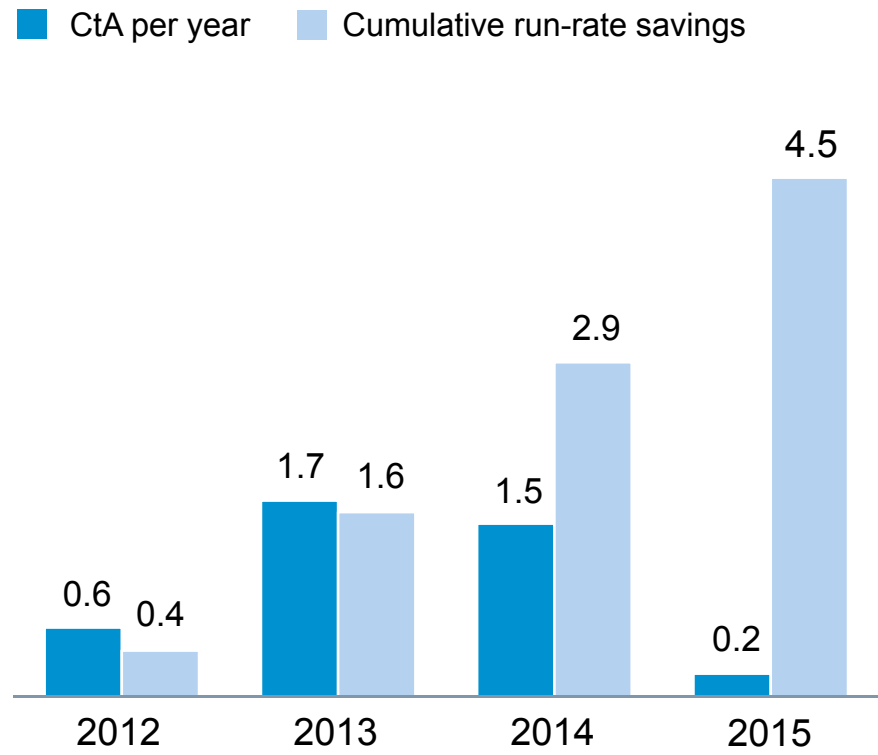
(1) CB&S excluding NCOU in 2011; December 2015 target (2) Investment Bank; 2011 as of September; December 2014 target (3) Investment Bank; 2011 including non-core; December 2015 target excl. non-core (which together with legacy portfolio is expected to decrease by ~EUR 40bn from 2013-2015 to ~EUR 45bn by YE2015)  
 (4) Markets division; December 2014 target Source: DB Research, company information



# Operational Excellence Program: Further progress

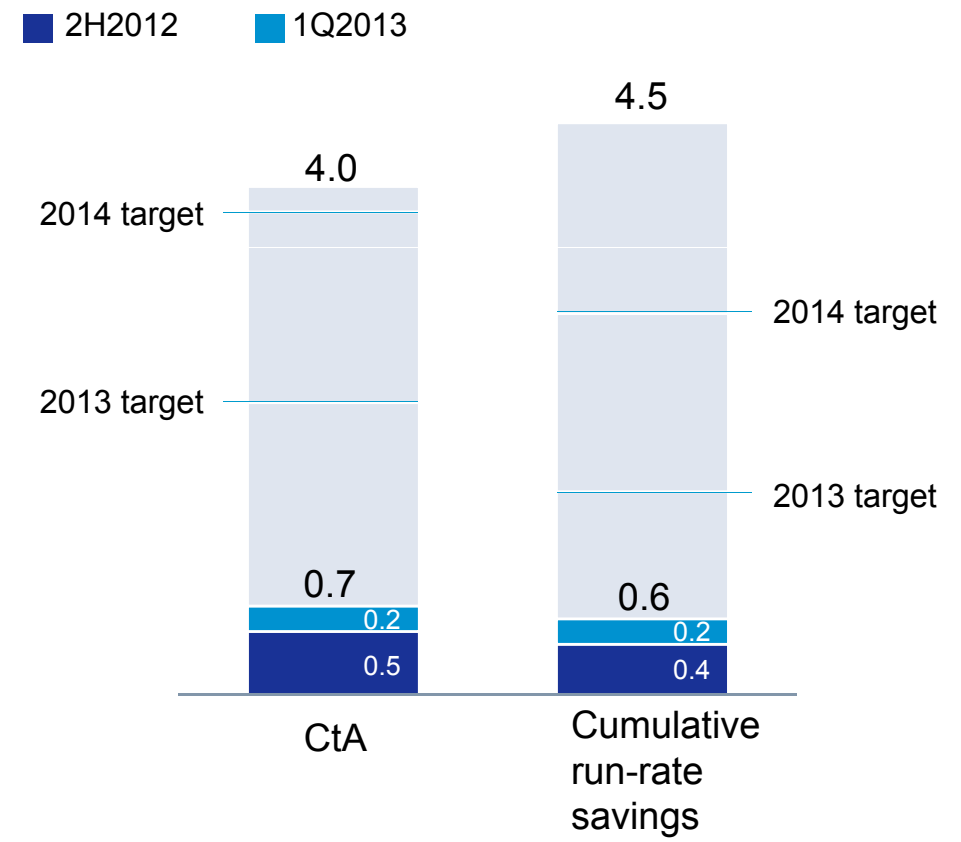
## CtA and targeted savings

In EUR bn



## Program to date progress

In EUR bn



# Strategy 2015+: Aspiration and key assumptions



## 2015 aspiration

Post-tax RoE <sup>(1)</sup>	>12%
Cost/income ratio	<65%
Core Tier 1 ratio <sup>(2)</sup>	>10%
Costs	EUR 4.5 bn savings

## Key macroeconomic assumptions

GDP	— Global GDP growth of 2-4% p.a. <sup>(3)</sup>
FX rate	— EUR/USD of ~1.30
Equity markets	— MSCI World index growth of ~4% <sup>(4)</sup> p.a.
Interest rates	— Continued low ECB and Fed fund rate levels

- (1) Based on average active equity and group tax rate guidance between 30% and 35%
- (2) Basel 3 fully loaded
- (3) Average 2012 – 2015e (Source: DB Research)
- (4) CAGR MSCI World Index 2012 – 2015e (Source: DB Research)

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1 Financials

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2 Positioning and strategy

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**3 Capital, liquidity and funding**

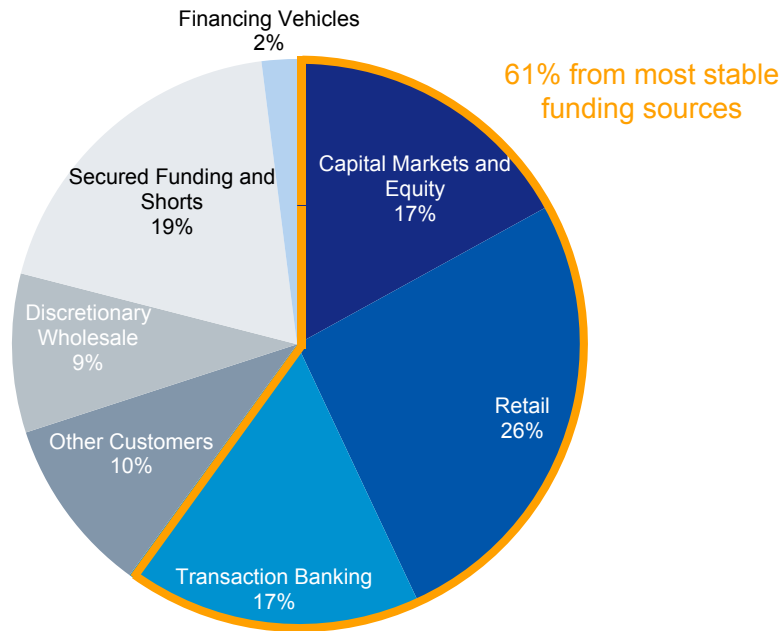
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# Funding Profile

## Funding well diversified

As of 31 Mar 2013



Total: EUR 1,107 bn

## Highlights 1Q2013

- Funding liabilities materially unchanged at EUR 1,107 bn
- Most stable funding sources provided approx. 60% of funding
- Funding plan 2013 of EUR 18 bn: 50% already achieved

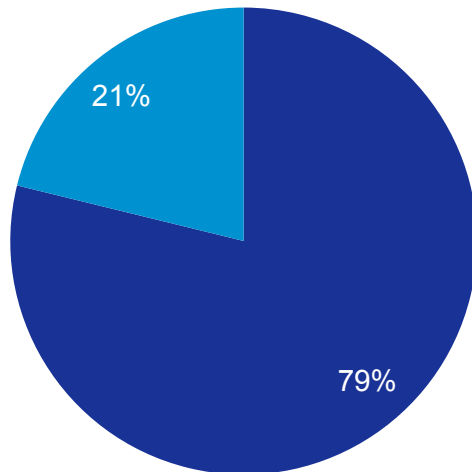


# Overview of capital markets portfolio

## Split by entity

As of 31 Mar 2013  
Total: EUR 138 bn

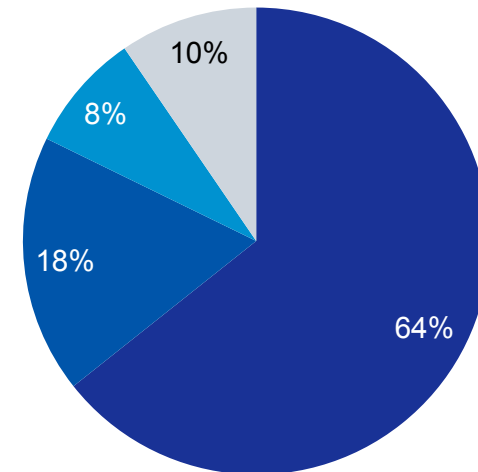
■ Deutsche Bank (excl Postbank) ■ Postbank



## Split by issuance type<sup>(1)</sup>

As of 31 Mar 2013  
Total: EUR 138 bn

■ Senior unsecured ■ Covered ■ Tier 2 ■ Tier 1



Complementary capital markets portfolio; Deutsche Bank more active in senior unsecured market, Postbank more active in covered bond market

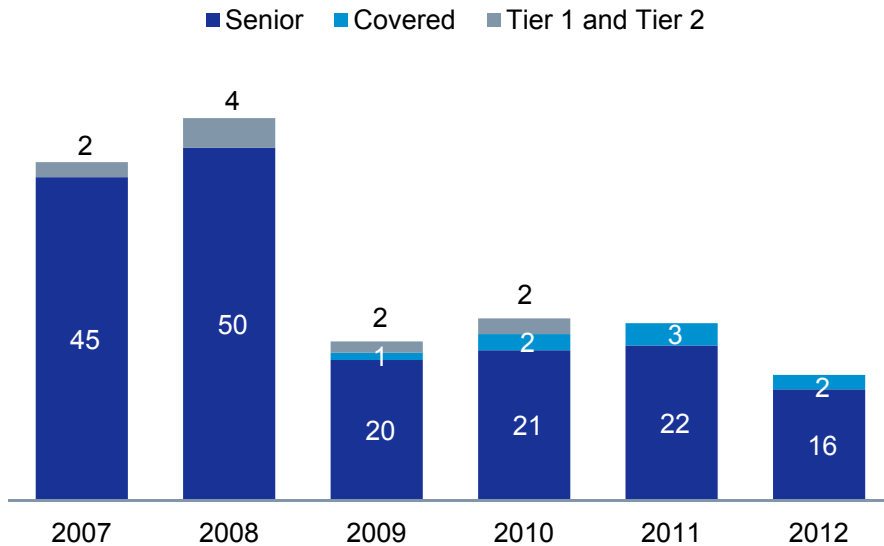
(1) Includes Postbank



# Issuance strategy

## Historical funding activities

In EUR bn



- Consistent access to capital markets during challenging market conditions
- Funding demand stable/declining since 2009
- Figures include Postbank issuance for 2010 onwards

## 2013 funding activities

- 2013 Issuance Plan of EUR 18bn
- Total issuance YTD EUR 9bn at avg. spread of L+43 and avg. tenor of 4.2 years
- 66% via retail networks and private placement, complemented by EUR 1.25bn 2 year and EUR 1.75bn 10 year benchmarks
- Funding spreads remain largely unchanged since beginning of year despite ongoing Eurozone crisis
- LT2 issuance planned for 2013; last LT2 issue was EUR 1.15 bn 5% 2020, issued in 2010

## USD Senior and Tier 2 Issuance

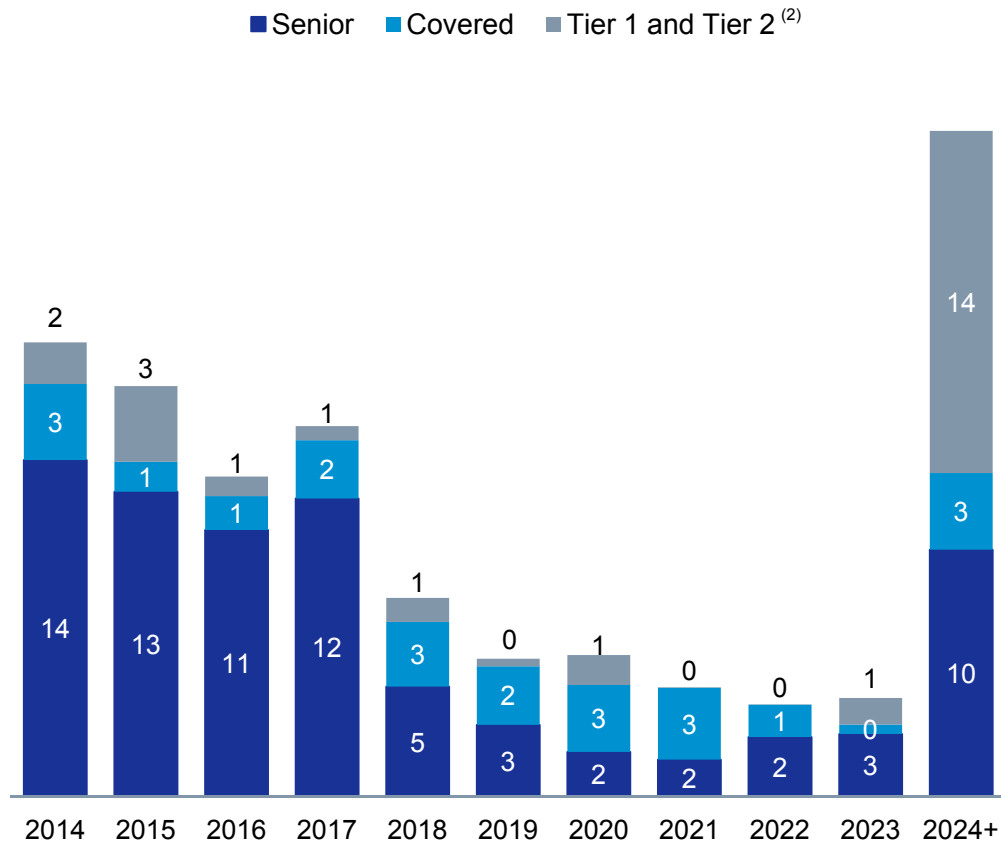
Form Of Debt	Issue Date	Currency	Issue Notional	Coupon	Maturity Date	Issue spread (re-offer)
LT2	21/02/2003	USD	800mn	5.375%	02/03/2015	L+99
SENIOR	29/08/2007	USD	3.3bn	6.000%	01/09/2017	L+77
SENIOR	18/08/2009	USD	1bn	3.875%	18/08/2014	L+85
SENIOR	11/01/2010	USD	2bn	2.375%	11/01/2013	L+49
SENIOR	30/03/2010	USD	1.5bn	3.450%	30/03/2015	L+92
SENIOR	11/01/2011	USD	2.1bn	3.250%	11/01/2016	L+114





# Capital markets maturity profile<sup>(1)</sup>

As of 31 Mar 2013, in EUR bn



## Observations

- Well laddered maturity profile
- No more than EUR 20 bn maturing in any bucket for upcoming years
- Maturities in future years allow management of liquidity requirements in light of NCOU derisking
- EUR 14 bn of Tier 1 and Tier 2 inflate 2024+ bucket; call decisions may partially accelerate maturities

(1) Includes Postbank

(2) Tier 1 and Tier 2 maturities as per contractual maturity date

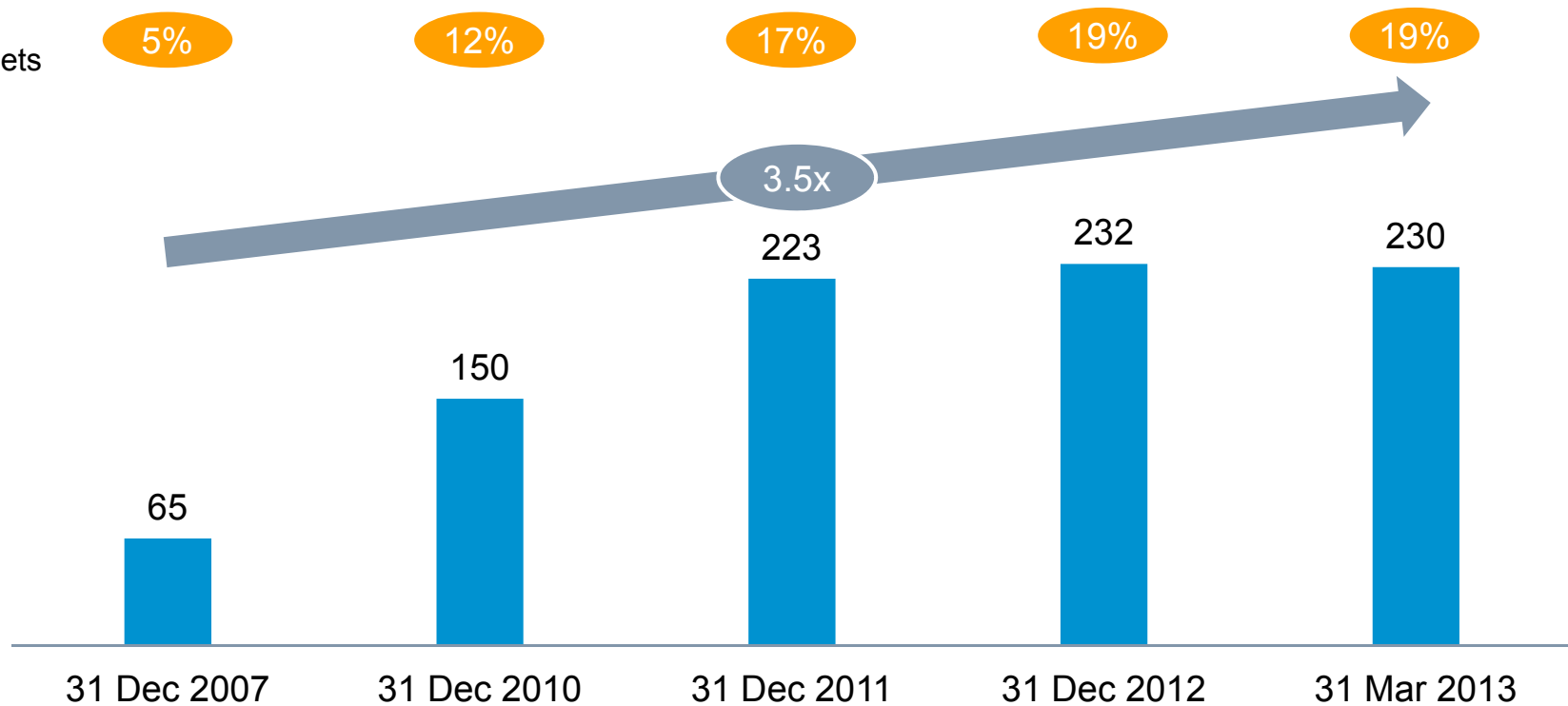


# Overview of liquidity reserves<sup>(1)</sup>

## Development through the crisis

In EUR bn

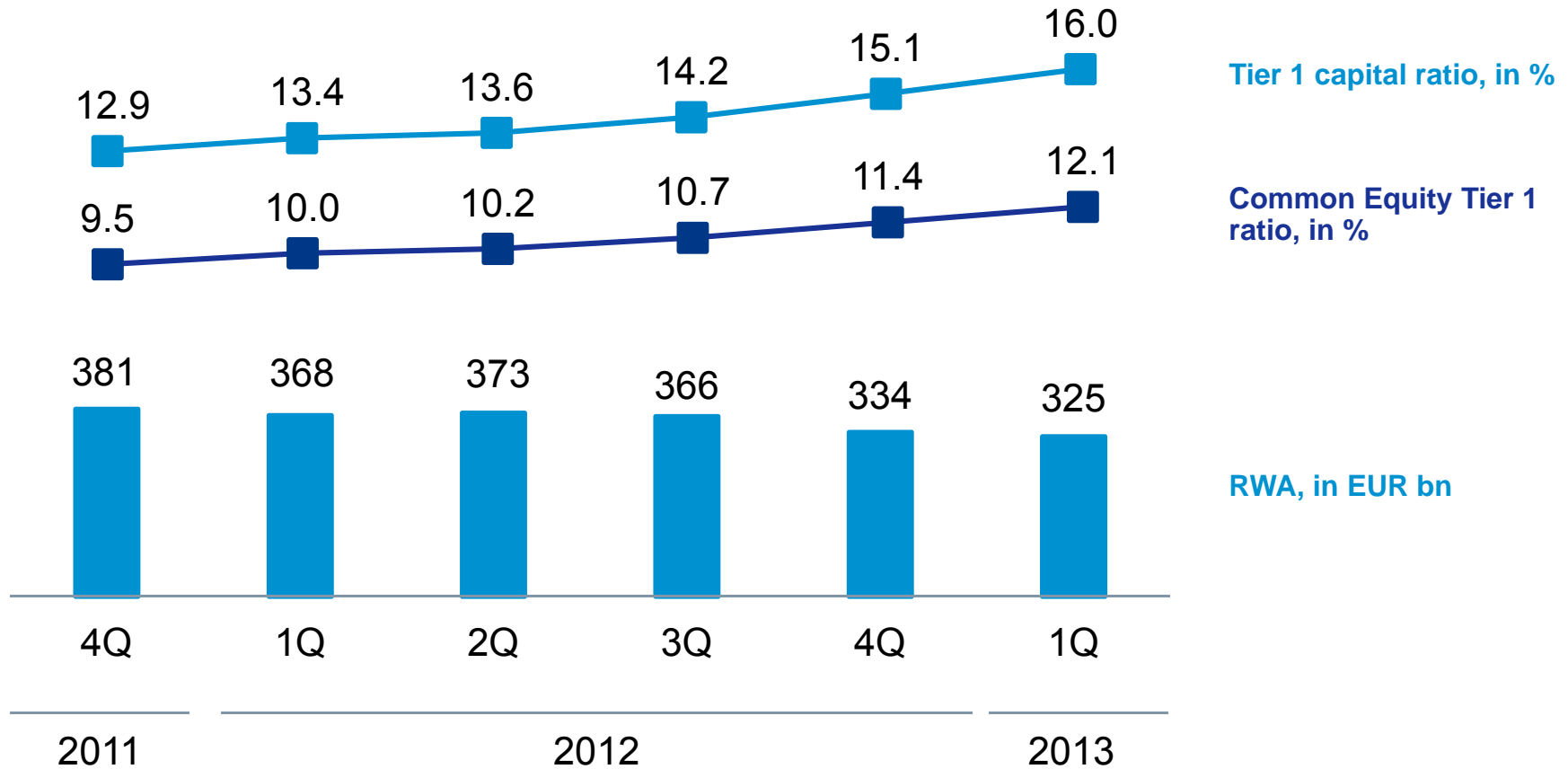
% of total  
adjusted assets



(1) The bank's liquidity reserves include (a) available excess cash held primarily at central banks, (b) unencumbered central bank eligible business inventory, as well as (c) the strategic liquidity reserve of highly liquid government securities and other central bank eligible assets. Position before Dec 2012 excludes



# Basel 2.5 – Capital ratios and risk-weighted assets

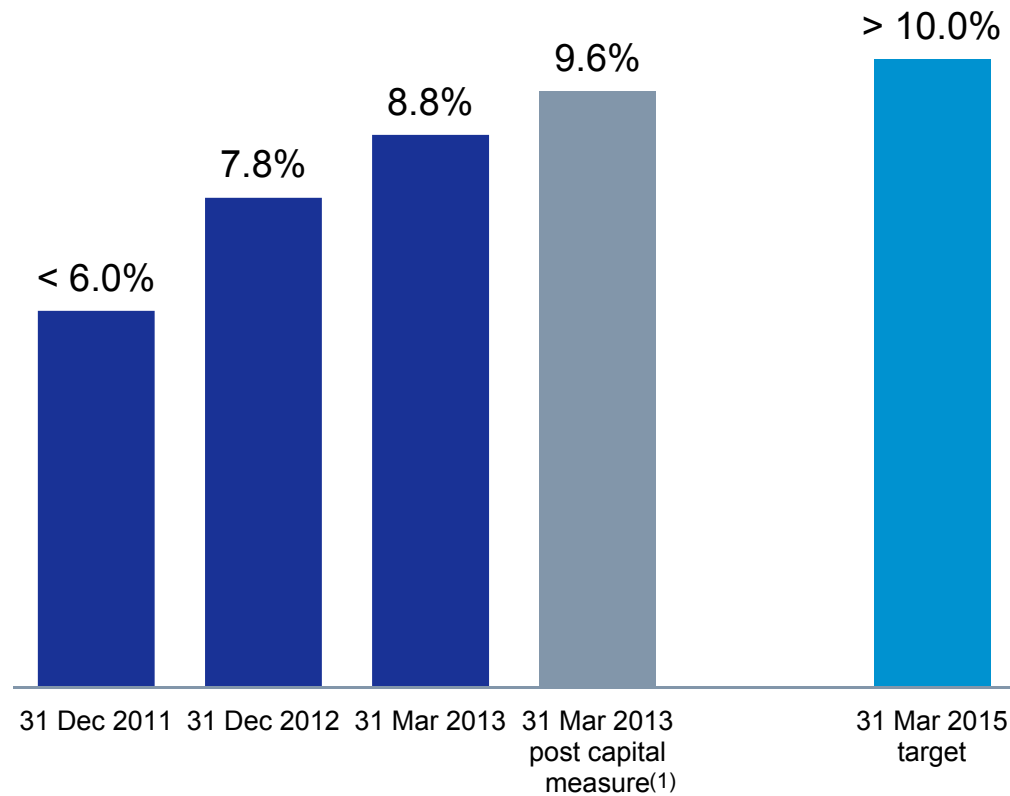


Note: Tier 1 ratio = Tier 1 capital / RWA; Common Equity Tier 1 ratio = (Tier 1 capital - hybrid Tier 1 capital) / RWA



# Capital: Accelerated roadmap to 10% Basel 3 ratio

## Basel 3 Common Equity Tier 1 (CET1) ratio fully loaded, pro-forma



(1) Net impact of ex-rights issue was EUR 2.9 bn

### Rationale to increase CET1 now

- Success of accelerated reduction in capital demand and strong organic increase in fully loaded Basel 3 Common Equity Tier 1 (CET1) ratio by 31 March 2013 enables us to move beyond 9% Basel 3 ratio now, with modest dilution
- Move puts 10% target within reach
- Repeated investor feedback to move capital topic “off the table”



# Successful delivery on capital demand targets

Material RWA reduction since 30 June 2012 ...

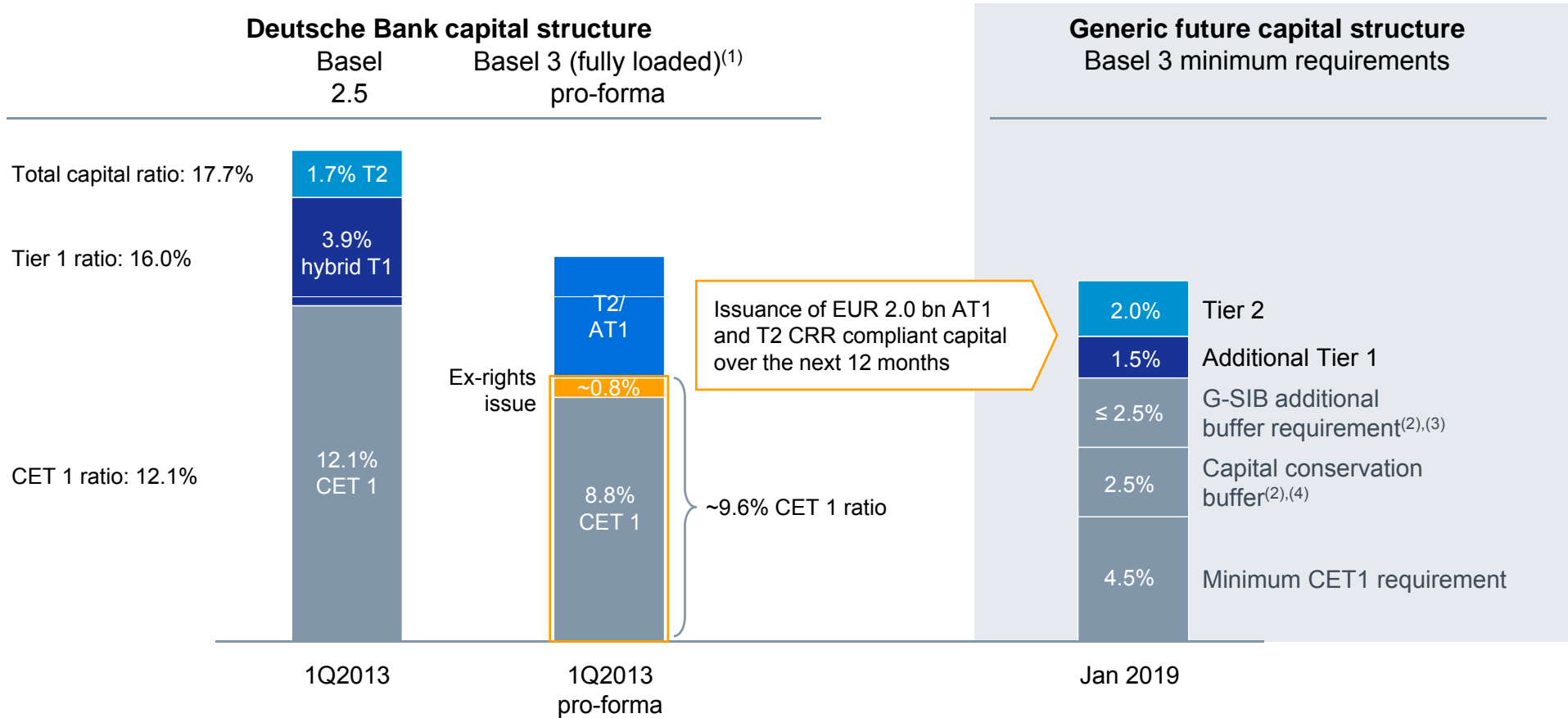
... with largest contribution from asset sale/hedging



Note: Figures may not add up due to rounding differences  
 (1) RWA plus equivalent of items currently deducted 50/50 from Tier 1/Tier 2 capital whereby the Tier 1 deduction amount is scaled at 10%  
 (2) Investor Day (11/12 September 2012)  
 (3) As per Annual Press Conference (31 January 2013)  
 (4) Previously referred to as 'Operating model improvement'



# Comprehensively strengthening total capital structure



Note: Countercyclical buffer not considered

(1) Hybrid Tier 1 and Tier 2 as per applicable phase-in rules

(2) Pro-rata phased-in between 1 January 2016 and year-end 2018, becoming fully effective on 1 January 2019

(3) Global systemically important banks buffer: Actual amount not yet fixed, actual level depends on regulators' judgment of global systemic importance at the time; based on preliminary judgment buffer varies between 1% and 2.5%, further bucket with 3.5% buffer currently not populated

(4) Should be held outside periods of stress; can be drawn down in periods of stress if discretionary distributions of earnings are reduced

# Credit ratings overview



Moody's rating scale	Aa3	A1	A2	A3	Baa1	Baa2	Notches downgraded since July 2007 (long-term rating only)		
Fitch and S&P rating scale	AA-	A+	A	A-	BBB+	BBB	Moody's	Fitch	S&P
HSBC <sup>(1)</sup>	● <sup>(2)</sup> (P-1)	● <sup>(2)</sup> (F1+)	● <sup>(2)</sup> (A-1+)				2	1	1
Deutsche Bank AG		● <sup>(3)</sup> (F1+)	● <sup>(3)</sup> (A-1)	● <sup>(2)</sup> (P-1)			4	1	2
Credit Suisse <sup>(1)</sup>		● <sup>(2)</sup> (P-1)	● <sup>(2)</sup> (A-1)	● <sup>(2)</sup> (F1)			3	2	1
BNP Paribas		● <sup>(2)</sup> (F1+)	● <sup>(2)</sup> (A-1)	● <sup>(2)</sup> (P-1)			4	2	3
JPMorgan Chase <sup>(1)</sup>		● <sup>(2)</sup> (F1)	● <sup>(2)</sup> (P-1)	● <sup>(2)</sup> (A-1)			3	1	2
Société Générale		● <sup>(2)</sup> (F1+)	● <sup>(2)</sup> (P-1)	● <sup>(2)</sup> (A-1)			4	2	3
Barclays <sup>(1)</sup>		● <sup>(2)</sup> (A-1)	● <sup>(2)</sup> (P-1)	● <sup>(2)</sup> (F-1)			4	4	2
UBS AG			● <sup>(2)</sup> (F-1)	● <sup>(2)</sup> (A-1)	● <sup>(2)</sup> (P-1)		5	4	4
Goldman Sachs <sup>(1)</sup>			● <sup>(2)</sup> (F1)	● <sup>(2)</sup> (A-2)	● <sup>(2)</sup> (P-2)		3	2	3
Morgan Stanley <sup>(1)</sup>			● <sup>(2)</sup> (F1)	● <sup>(2)</sup> (A-2)	● <sup>(2)</sup> (P-2)		4	2	3
Bank of America <sup>(1)</sup>			● <sup>(2)</sup> (F-1)	● <sup>(2)</sup> (A-2)		● <sup>(2)</sup> (P-2)	7	3	4
Citigroup <sup>(1)</sup>			● <sup>(2)</sup> (F-1)	● <sup>(2)</sup> (A-2)		● <sup>(2)</sup> (P-2)	7	4	4

● Moody's ● Fitch ● S&P

(1) Ratings shown are for HSBC Bank PLC, Credit Suisse AG, JPMorgan Chase & Co, Barclays Bank PLC, Goldman Sachs Group Inc., Morgan Stanley, Bank of America Corporation, and Citigroup Inc.

(2) Long-term rating on negative outlook

(3) Long-term rating under review for downgrade

Note: Shown are secured long-term ratings and short term ratings (below each symbol) as of 2 April 2013



# Additional Information

*Passion to Perform*

May 2013





# Deutsche Bank's credit ratings profile as of 30 April 2013

	MOODY'S	STANDARD & POOR'S	Fitch Ratings
<b>Pfandbrief</b>	Aaa	AAA	-
<b>Senior unsecured debt</b>	A2	A+	A+
<b>Tier 2</b>	Baa3	BBB+	A-
<b>Tier 1</b>	Ba2	BBB	BBB-
<b>Outlook</b>	Stable	Credit Watch Negative <sup>(1)</sup>	Stable
<b>Short term debt</b>	P-1	A-1	F1+

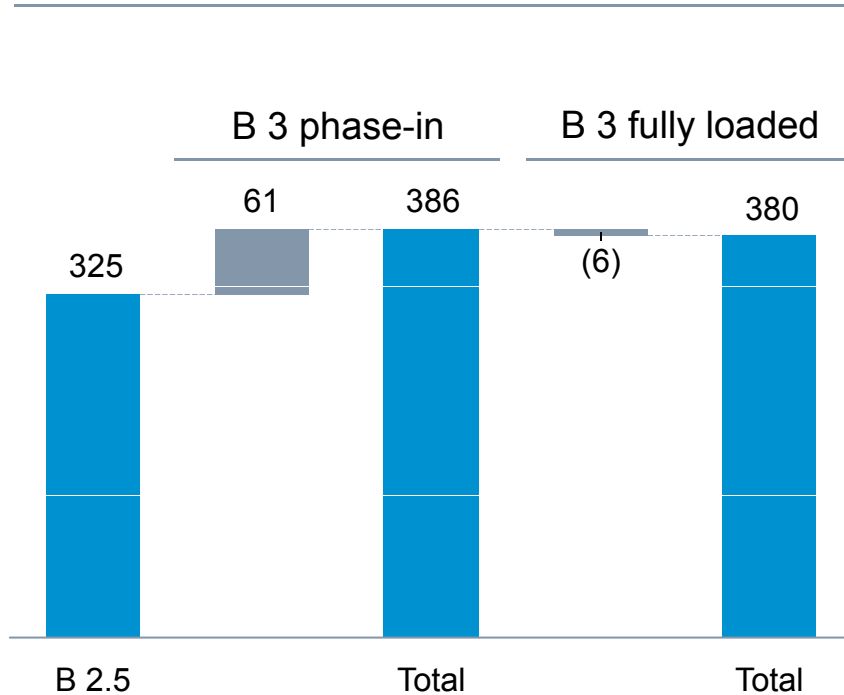
1) S&P's Pfandbrief rating has a stable outlook



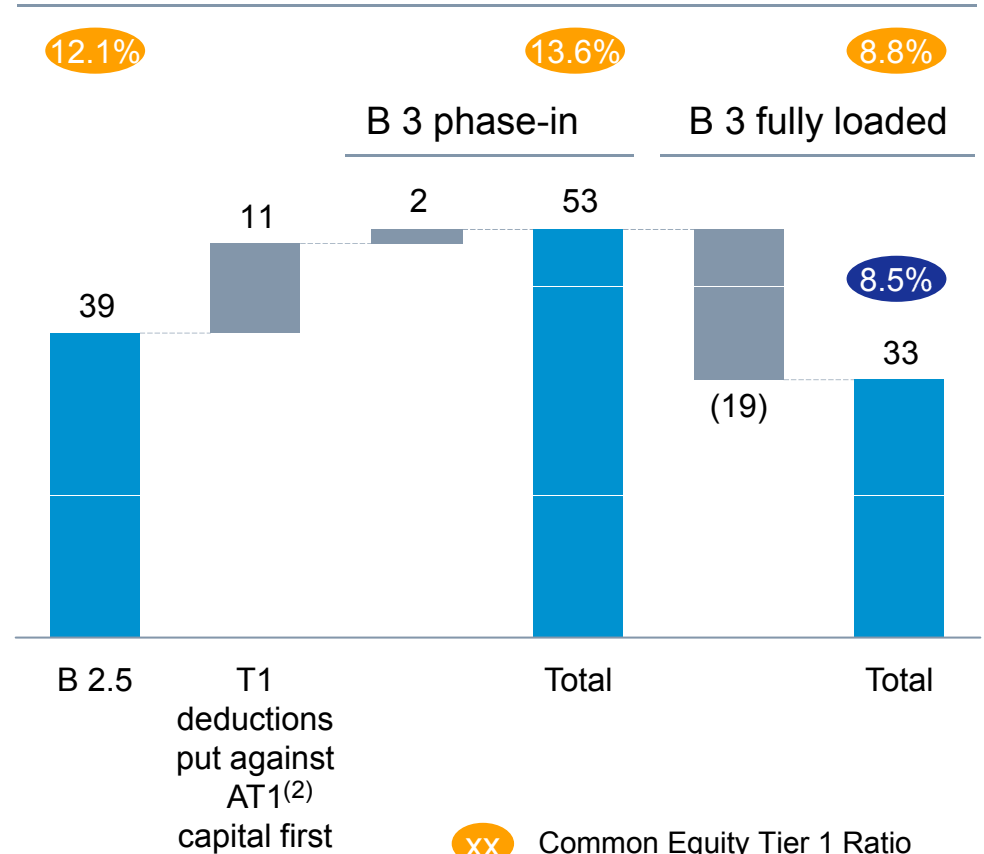
# Reconciliation to Basel 3 pro-forma (fully loaded)<sup>(1)</sup>

In EUR bn, as per 31 Mar 2013

## RWA



## Common Equity Tier 1 capital



Note: Figures may not add up due to rounding differences  
 (1) Subject to final Basel rules and European / German implementation of the revised framework  
 (2) Additional Tier 1 capital

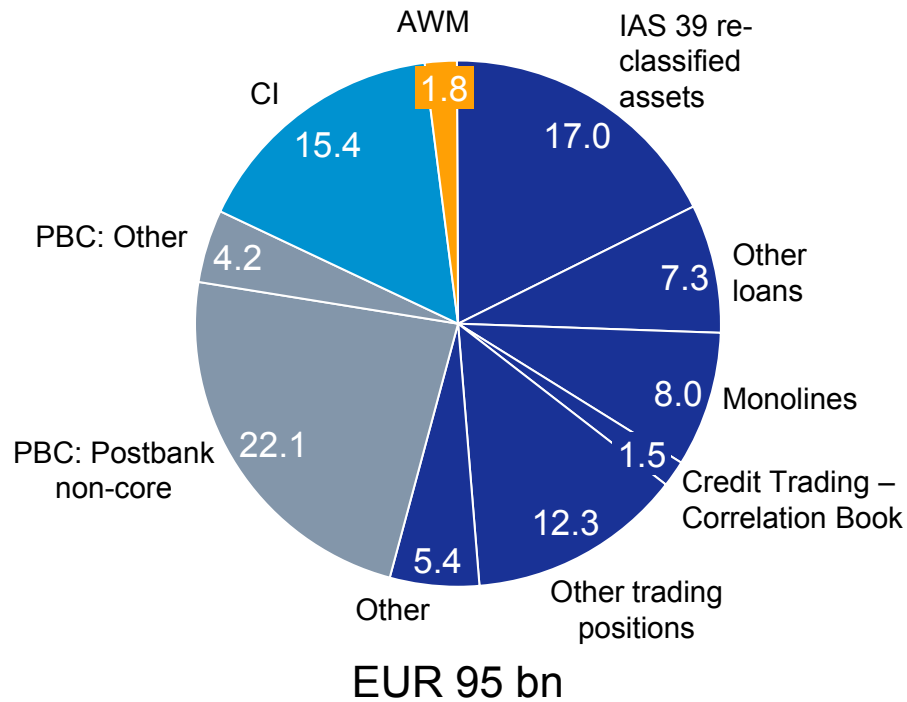
XX Common Equity Tier 1 Ratio  
 XX Target, as per Annual Press Conference (31 January 2013)



# NCOU: Total adjusted assets<sup>(1)</sup>

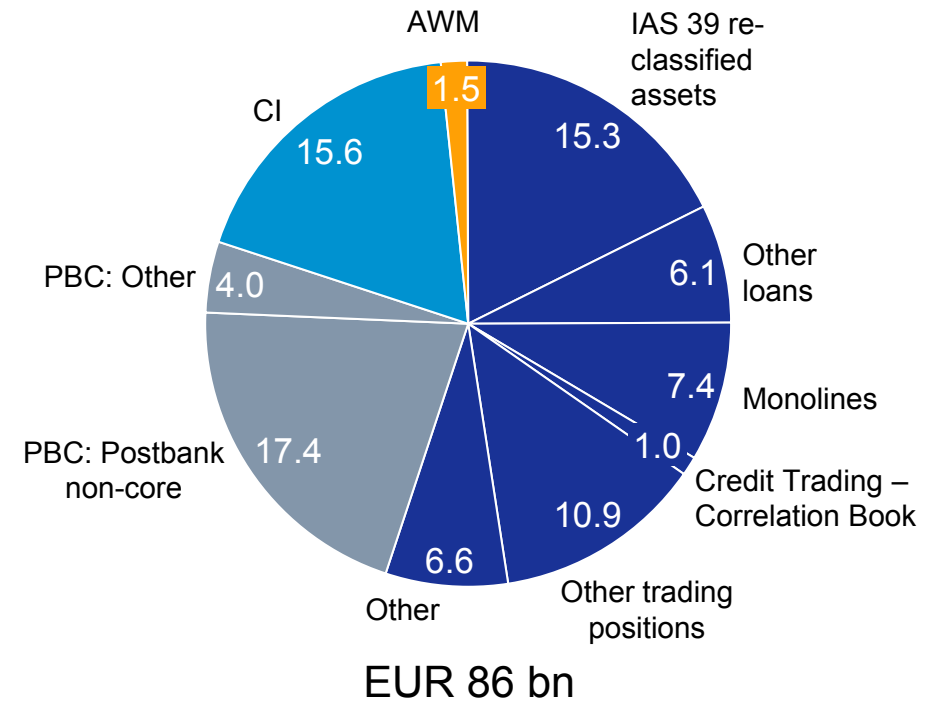
31 Dec 2012

In EUR bn



31 Mar 2013

In EUR bn



(1) Total assets according to IFRS adjusted for netting of derivatives and certain other components

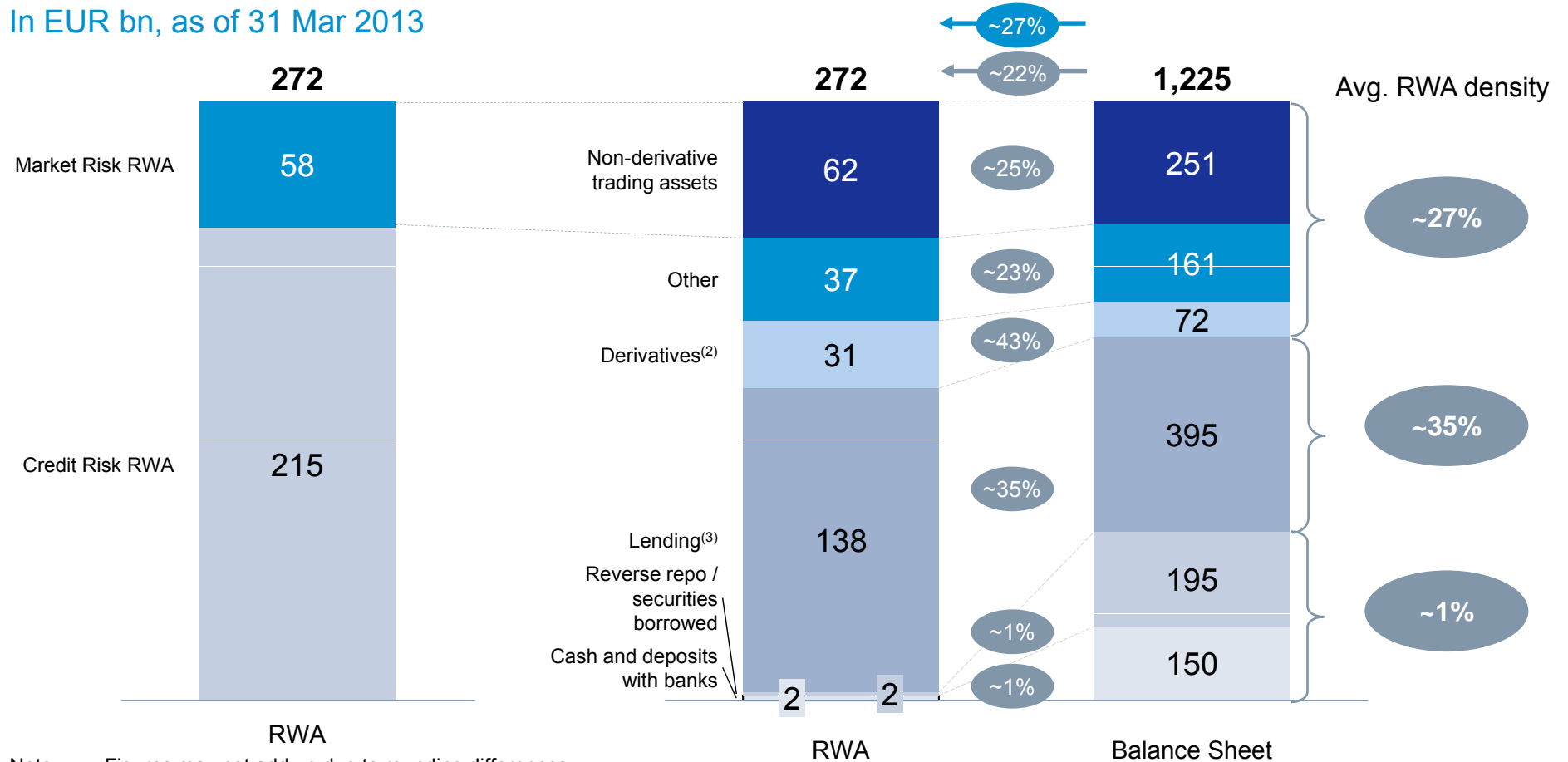


# Balance sheet and risk weighted assets

## RWA<sup>(1)</sup> vs. balance sheet (adj. assets)

XX RWA density incl. operational risk  
XX RWA density excl. operational risk

In EUR bn, as of 31 Mar 2013



Note: Figures may not add up due to rounding differences

(1) RWA excludes Operational Risk RWA of EUR 53 bn

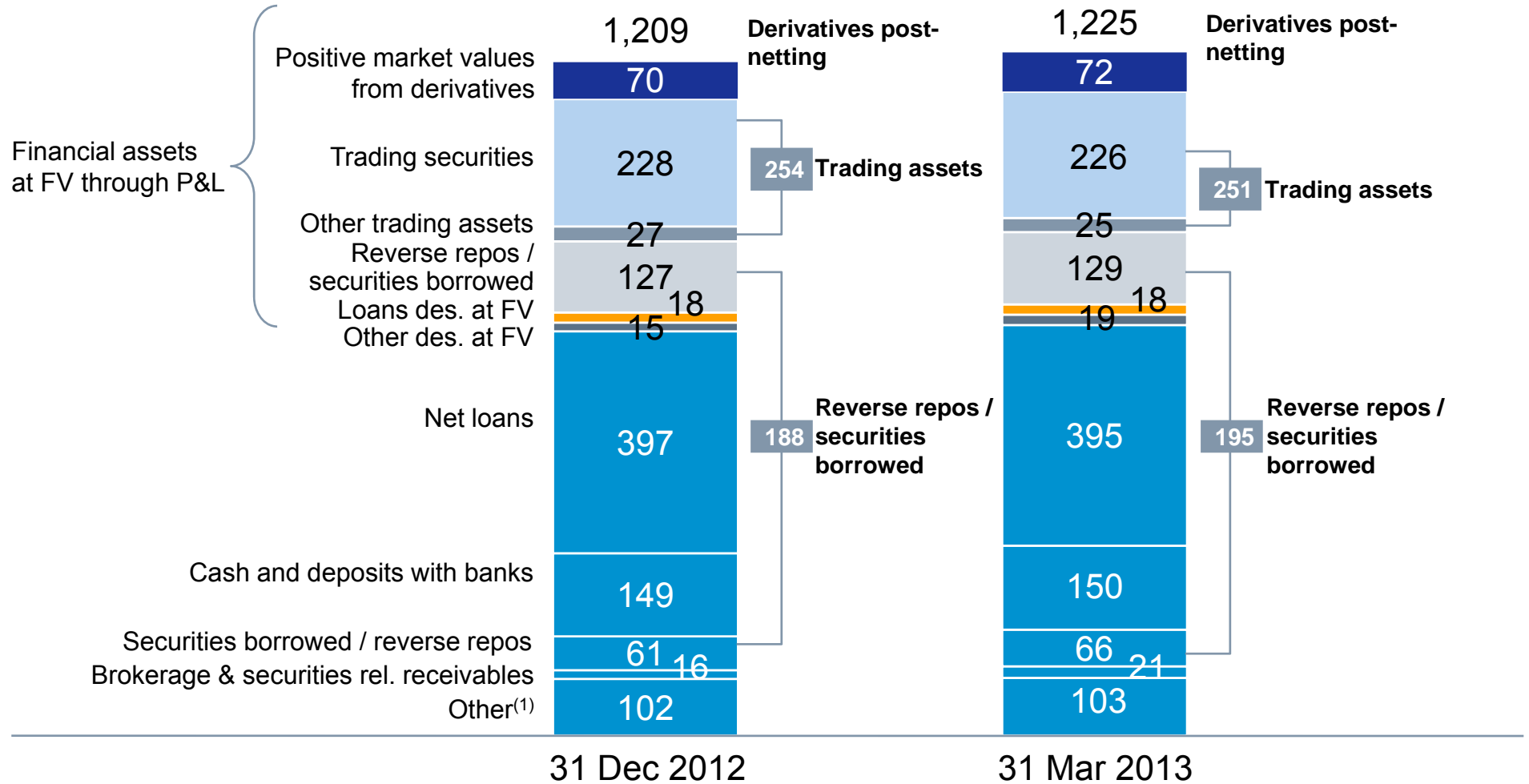
(2) Excludes any related Market Risk RWA which has been fully allocated to non-derivatives trading assets

(3) RWA includes EUR 32 bn RWA for lending commitments and contingent liabilities



# Total assets (adjusted)

In EUR bn



Note: Figures may not add up due to rounding differences

(1) Incl. financial assets AfS, equity method investments, property and equipment, goodwill and other intangible assets, income tax assets and other



# Balance sheet leverage ratio (adjusted)

In EUR bn, except ratios

	2012				2013
	31 Mar	30 Jun	30 Sep	31 Dec	31 Mar
<b>Total assets (IFRS)</b>	<b>2,111</b>	<b>2,249</b>	<b>2,194</b>	<b>2,022</b>	<b>2,033</b>
Adjustment for additional derivatives netting <sup>(1)</sup>	(688)	(782)	(741)	(705)	(642)
Adjustment for additional pending settlements netting and netting of pledged derivatives cash collateral <sup>(2)</sup>	(146)	(153)	(141)	(82)	(138)
Adjustment for additional reverse repos netting	(14)	(10)	(23)	(26)	(28)
<b>Total assets (adjusted)</b>	<b>1,263</b>	<b>1,304</b>	<b>1,289</b>	<b>1,209</b>	<b>1,225</b>
<b>Total equity (IFRS)</b>	<b>55.4</b>	<b>56.0</b>	<b>57.1</b>	<b>54.2</b>	<b>56.1</b>
Adjustment for pro-forma fair value gains (losses) on the Group's own debt (post-tax) <sup>(3)</sup>	3.1	3.8	3.0	1.7	2.4
<b>Total equity (adjusted)</b>	<b>58.6</b>	<b>59.9</b>	<b>60.1</b>	<b>55.9</b>	<b>58.5</b>
<b>Leverage ratio (IFRS)</b>	<b>38</b>	<b>40</b>	<b>38</b>	<b>37</b>	<b>36</b>
<b>Leverage ratio (adjusted)</b>	<b>22</b>	<b>22</b>	<b>21</b>	<b>22</b>	<b>21</b>

Note: Figures may not add up due to rounding differences

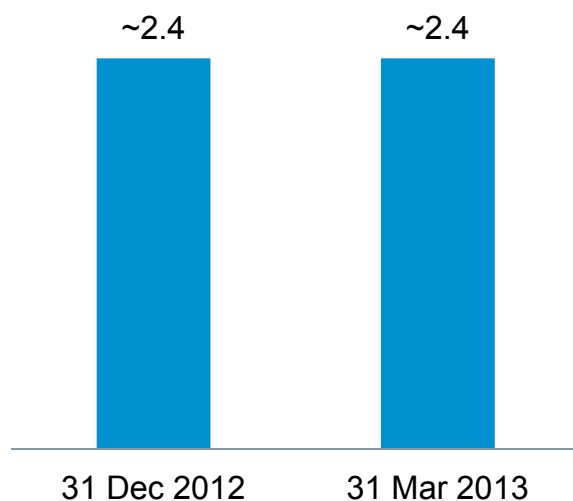
- (1) Includes netting of cash collateral received in relation to derivative margining
- (2) Includes netting of cash collateral pledged in relation to derivative margining
- (3) Estimate assuming that substantially all own debt was designated at fair value

# Litigation



## Litigation reserves

In EUR bn



## Contingent liabilities<sup>(1)</sup>

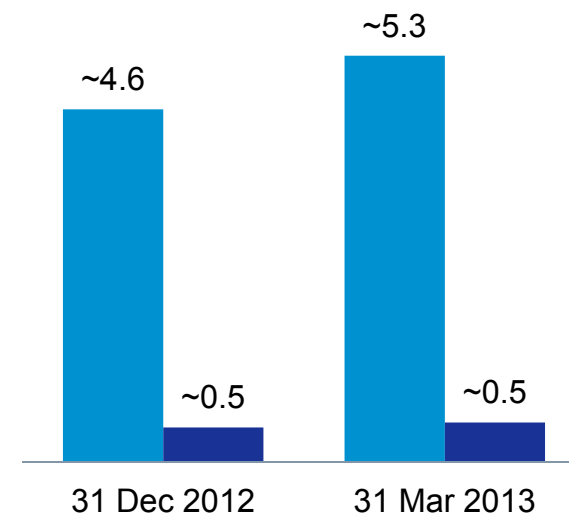
In EUR bn



## Mortgage repurchase demands/reserves

In USD bn

■ Demands  
■ Reserves



(1) Contingent liabilities, also referred to as reasonably possible losses above provisions, are recognized pursuant to accounting standards when an outflow of funds is determined to be more than remote (>10%) but less than probable (<50%) and an estimate of such outflow reliably can be made



# Cautionary statements

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 15 April 2013 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 1Q2013 Financial Data Supplement, which is accompanying this presentation and available at [www.db.com/ir](http://www.db.com/ir).