



Corporate Bank

#PositiveImpact

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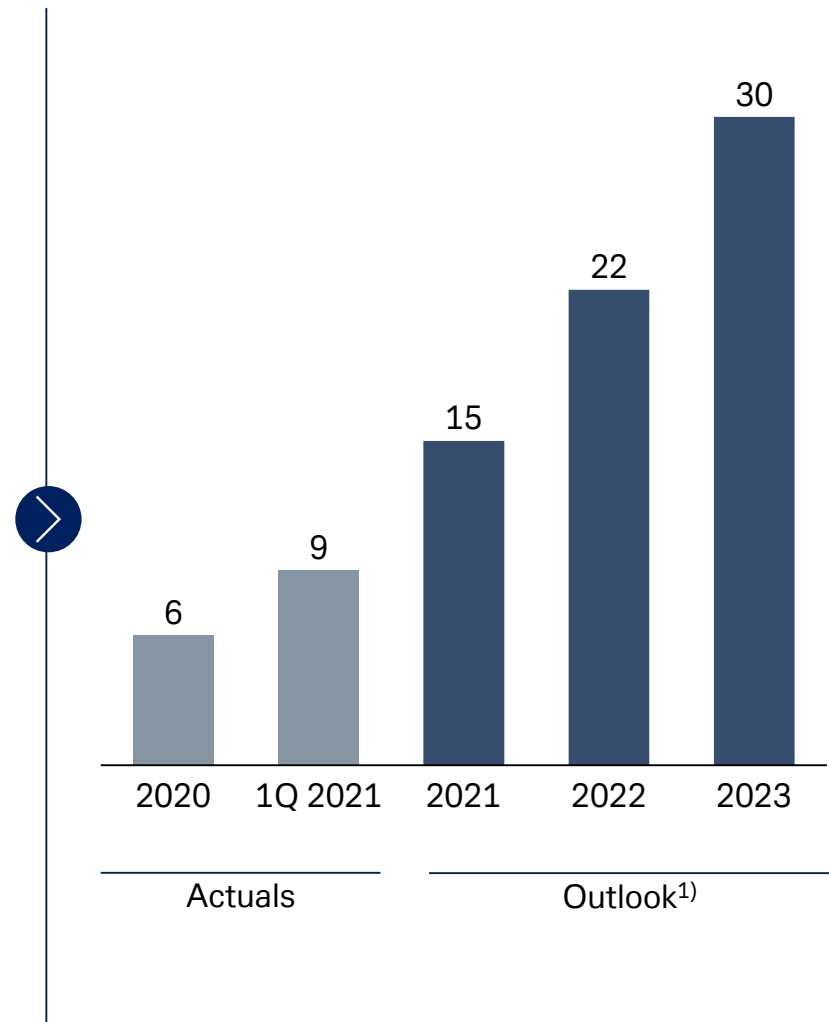
Being the Global Hausbank is a strategic advantage



Market positioning

Opportunities and challenges	Competitive advantages
<ul style="list-style-type: none">■ For corporates, ESG has moved from voluntary activity to strategic imperative, offering a unique opportunity for holistic client dialogues■ Banks need to balance their support of transition sectors versus calls to focus on 'dark green'■ Uncertainty for corporates due to lack of uniform standards and coherent ESG data■ Transition to Sustainable Finance will lead to redistribution of market share	<ul style="list-style-type: none">■ Global Hausbank with local presence supporting corporates' sustainability journeys across sectors, regions and regulatory regimes■ Bespoke transition finance solutions, covering a broad set of products and services■ Close collaboration between all business lines orchestrated by integrated treasury coverage teams■ Deutsche Bank Group's Sustainable Finance Framework provides clear guidance for our clients

Volume targets (in EUR bn, cumulative)



1) 2021-23 outlook based on bottom up commitments by the business(es)

Business highlights underpinning our relevance



Segment	Client	Business highlight / deal description	Classification ¹⁾	Region
Large-cap	SIEMENS Gamesa	Green guarantee facility of EUR 142m with a maximum tenor of 5 years	E	EMEA
	endesa	Guarantee increase linked to Endesa's 2021 Net Installed Renewable Capacity	E	EMEA
	BRITISH AIRWAYS	GBP 2bn UK Export Finance-backed development guarantee facility with margin linked to carbon emission targets	E	EMEA
	BLACKROCK	USD 4.4bn revolving credit facility linked to social and governance-related KPIs	S, G	Americas
Mid-cap	the Greenery	EUR 60m asset-based finance, guarantee and lending facility linked to three ESG KPIs	E	EMEA
	MVV Energie AG	Bilateral green loan to finance green power	E	EMEA
	PRIMETALS TECHNOLOGIES	First ever global ESG-linked Foreign Exchange option trade	E, S	EMEA

1) Underlying sustainable factor making the deal sustainable: Environment, Social, Governance, Combination of E, S and / or G

Strategic priorities until 2022



Strategic priorities

	Strategic priorities		Key milestones
Advice	<ul style="list-style-type: none">■ Build up expertise for ESG challenges and growth options■ Mitigate ESG impact on clients' performance and ratings■ Ramp up ESG advisory capacity		<ul style="list-style-type: none">■ Develop a strategic ESG dialogue with ~2,000 multinational clients■ Establish ESG information as a mandatory entry in relationship management tools
Product	<ul style="list-style-type: none">■ Offer full range of ESG products with all forms of lending■ Develop innovative solutions for specific ESG themes■ Provide ESG solutions for mid-market and business banking clients		<ul style="list-style-type: none">■ Execute cumulated >EUR 22bn of ESG financing volume■ Develop at least two scalable solutions for business banking clients
Training	<ul style="list-style-type: none">■ Conduct ongoing ESG training, regional upskilling events■ Foster ESG competence with client and sector-specific ESG intelligence		<ul style="list-style-type: none">■ Provide regular ESG news flow and knowledge sharing including case studies and thematic deep dives
Themes	<ul style="list-style-type: none">■ Participate in cross-industry efforts on green hydrogen and biodiversity■ Foster sustainable supply chain finance globally, focusing on social impact■ Accompany our clients in developing credible transition paths		<ul style="list-style-type: none">■ Increase assets for sustainable supply chain finance programmes to EUR 1bn

Key takeaways



- Become trusted sustainability transition partner as the Global Hausbank
- Offer full suite of solutions tailored to serve clients' ESG ambitions and strategies
- We are well positioned to gain (redistributed) market share

Speaker biography – Stefan Hoops



Stefan joined Deutsche Bank in 2003, starting in Structured Sales.

In 2008 he moved to Credit Trading in New York and has since taken on various leadership roles across Sales, Trading and Structuring in the United States and Germany, including Global Head of Institutional Sales.

In October 2018 he was named Head of Global Transaction Banking and the Corporate and Investment Bank in Germany.

As of July 2019, he heads Deutsche Bank's Corporate Bank.

Stefan Hoops holds a Master of Science in Business Administration and a PhD in Economics from the University of Bayreuth.

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 12 March 2021 under the heading “Risk Factors.” Copies of this document are readily available upon request or can be downloaded from www.db.com/ir.

This presentation also contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to www.db.com/ir