Acquisition of a 29.75% stake in Postbank

Stefan Krause Member of the Management Board

Analyst Call

12 September 2008



ARL .



Summary: Strategically and financially attractive for shareholders

Financial investment into Postbank	 Rapid profit growth and cost-efficiency Strong brands Loyal customers and employees Immediate P&L contribution
Co-operation agreement with Postbank	 Two strong platforms Revenue / client driven Leverages complementary strengths Non-disruptive
Strategic optionality	 Call option; right of first refusal over 5 years Put option Flexibility of implementation, timing and capital commitment
Benefits of a controlling stake (if acquired)	 Unique distribution platform Leading European retail bank with pre-eminent position in home market, Germany Expanding contribution of Deutsche Bank's "stable" businesses Significant step forward in retail business / "twin-pillar" model Leverage Postbank's strong retail deposit base





PBC and Postbank: A powerful basis for co-operation

As of 31 December 2007

	Postbank	Deutsche Bank 🖊 PBC	
Clients & distribution			
Clients (m)	14.5	13.8	
Branches	855	1,650	
Mobile sales force	~ 4,300	~ 3,200	
FTE (000)	21.5	23.1	
Brands	Postbank DSL Bank	n@risbank	
Financials (EUR bn)			
Revenues	4.3	5.8	
IBIT*	1.0	1.1	
Customer loans	90	89	
Customer deposits	90	96	

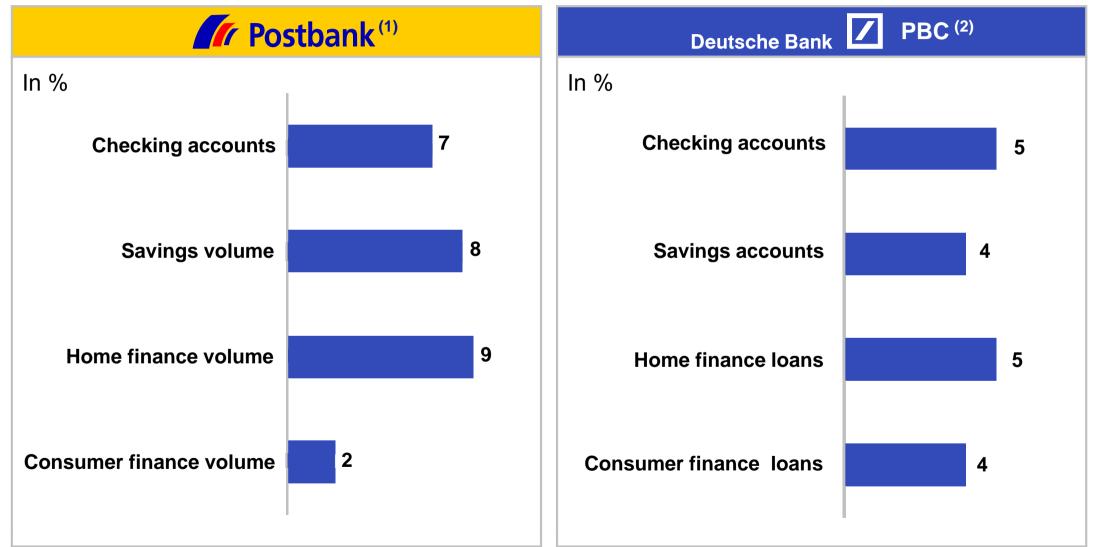




Deutsche Bank

Both partners already have strong positions in Germany

Market share selected products



(1) Source: Bundesbank / Postbank's company presentation "Excellence in Retail Banking", March 2008, data based on 2007;

(2) Source: Representative syndicated survey, the infratest, data based on 2007

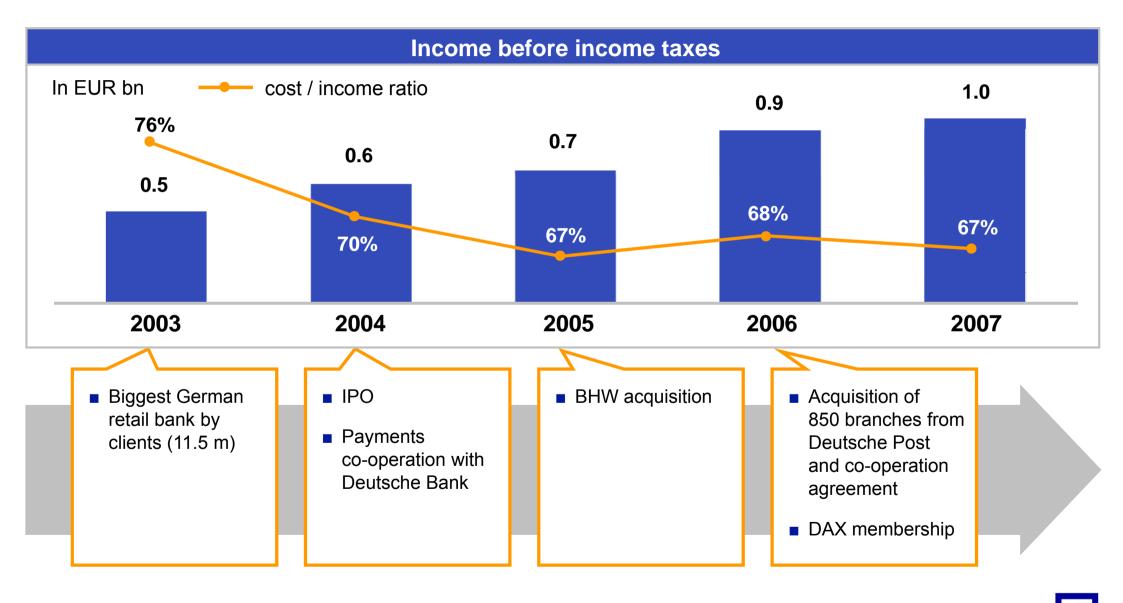
Investor Relations 09/08 · 4





Deutsche Bank

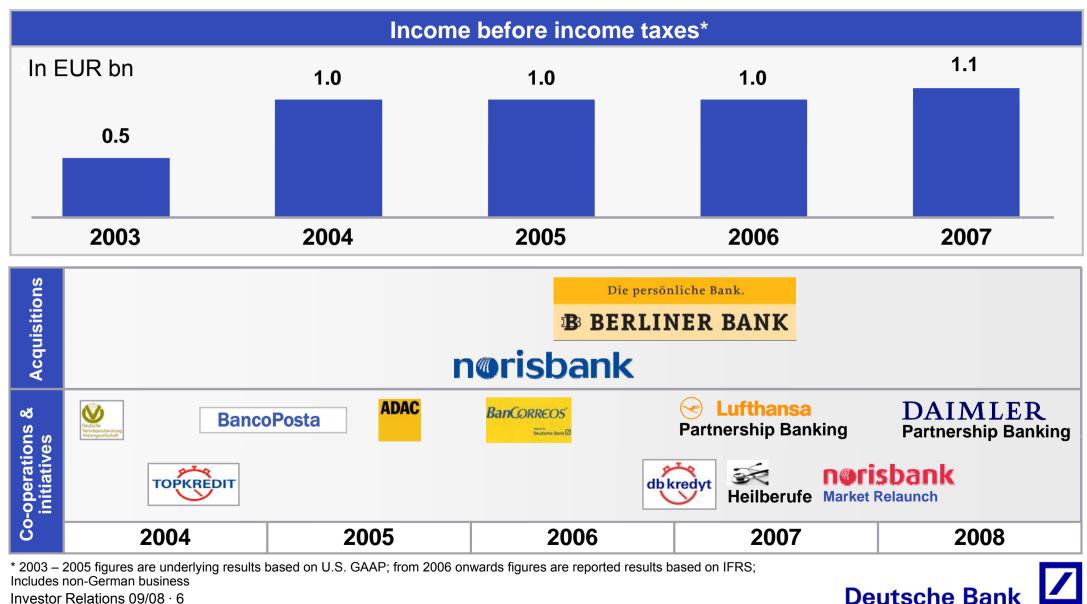
Postbank shows steady growth and efficiency gains







Deutsche Bank PBC: A strong partner for Postbank in Germany







Envisaged areas of co-operation between Postbank and PBC

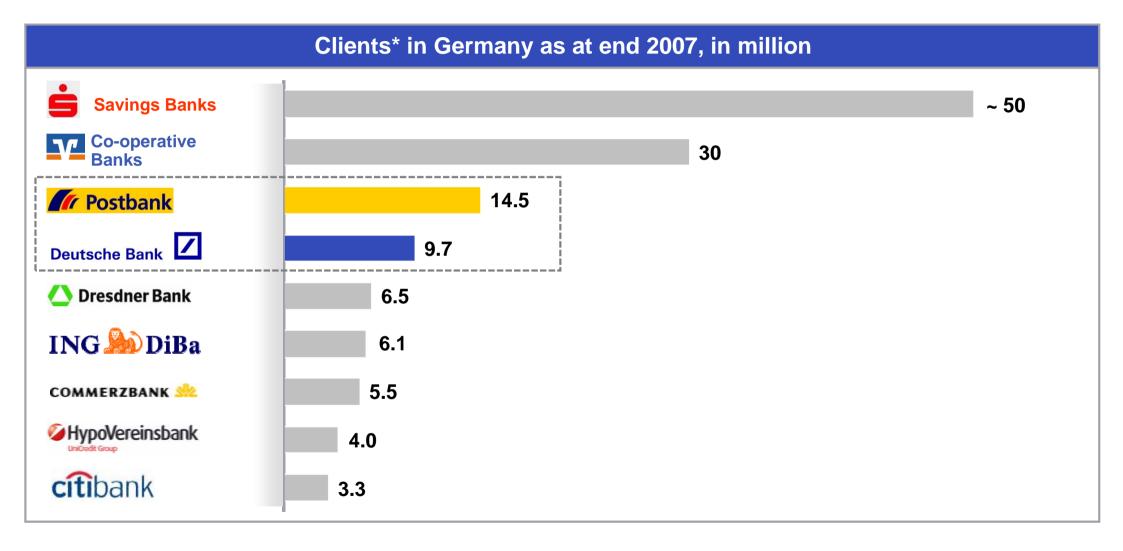
Mortgages / home finance	Rationale: Postbank is a market leader in prime segment for standard mortgages	
	 DSL may become preferred provider in this segment for PBC Postbank (BHW) and PBC will explore cross-sell opportunities for their respective products under the brands of BHW and db Bauspar 	
Investment products & advice	Rationale: Postbank seeks opportunities to increase product penetration of its core clients	
	DWS and X-markets may become preferred providers for Postbank	
	Explore possibilities to offer PBC's standardized Discretionary Portfolio Management and active advisory products to customers of Postbank	
Joint purchasing / infrastructure	Rationale: Realise economies of scale	
	 Parties will explore benefits of joint purchasing power, and of sharing development and running costs Parties will explore cross-usage of IT know-how and system modules 	







Co-operation will reach a wide client base







Financial terms of transaction

Initial investment	 Acquisition against payment in cash Stake accounted for at equity; includes full dividend right for 2008 	Stake: 29.75% Price (per share): EUR 57.25 Price (29.75%): EUR 2.79 bn Price basis (100%): EUR 9.3 bn
Call option	 Can be exercised after 12 months and up to 36 months after closing subject to settlement period Can be paid in cash and/or Deutsche Bank shares, subject to customary lock-up provisions, at Deutsche Bank's discretion 	Stake: 18.00% Price (per share): EUR 55.00 ⁽¹⁾ Price (18.00%): EUR 1.62 bn ⁽²⁾ Price basis (100%): EUR 9.0 bn
Put Option	 Starting 21 months post closing, exercisable for 15 months subject to notice and settlement periods Can be paid in cash and/or Deutsche Bank shares, subject to customary lock-up provisions, at Deutsche Bank's discretion 	Stake: 20.25% + 1 sh. Price (per share): EUR 42.80 ⁽¹⁾ Price (20.25% + 1 sh.): EUR 1.42 bn ⁽²⁾ Price basis (100%): EUR 7.0 bn





Non-financial terms

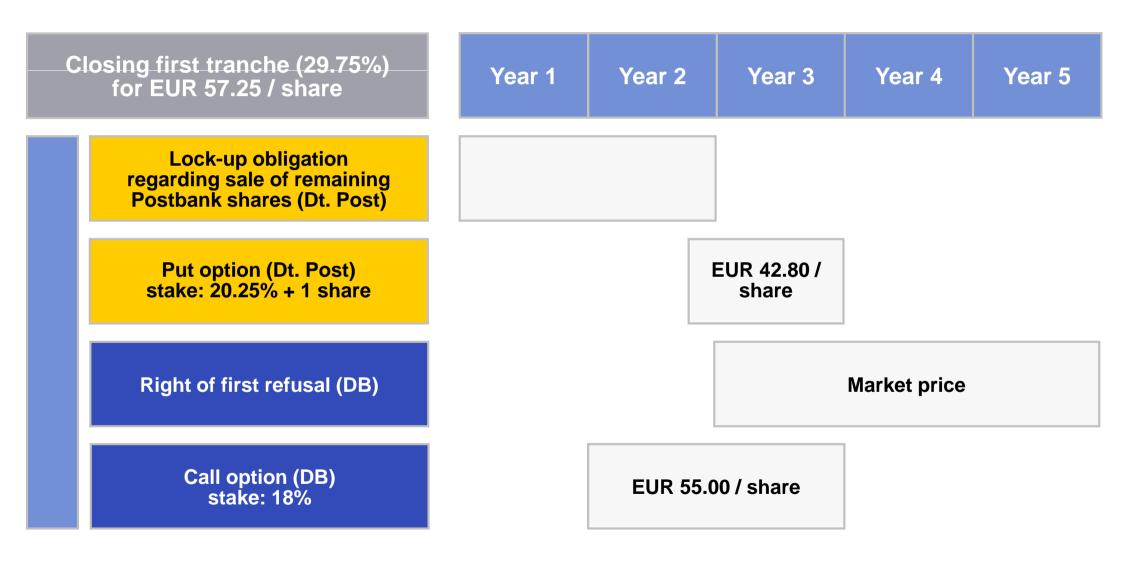
Lock-up, right of first refusal	 Deutsche Post will not sell any part of its remaining stake (20.25% + 1 share) for 24 months after closing Thereafter, Deutsche Bank has a right of first refusal on all disposals from Deutsche Post's stake in Postbank until the end of 5 years from closing
Other	 Closing in 2009, anticipated in first quarter Deutsche Post plans to prolong its existing co-operation with Postbank beyond 2012 Deutsche Post and Deutsche Bank have agreed that they will subscribe to all new shares allocable to the Postbank shares held by each party respectively in case of a future capital increase Put / call anti-dilution protection in case of capital increase: strike prices of put and call are adjusted on a volume-weighted basis (original exercise price / subscription price of new shares) as well as number of shares
Closing conditions	BaFin, German anti-trust and federal government approval required







Time horizon of agreements and duration of options

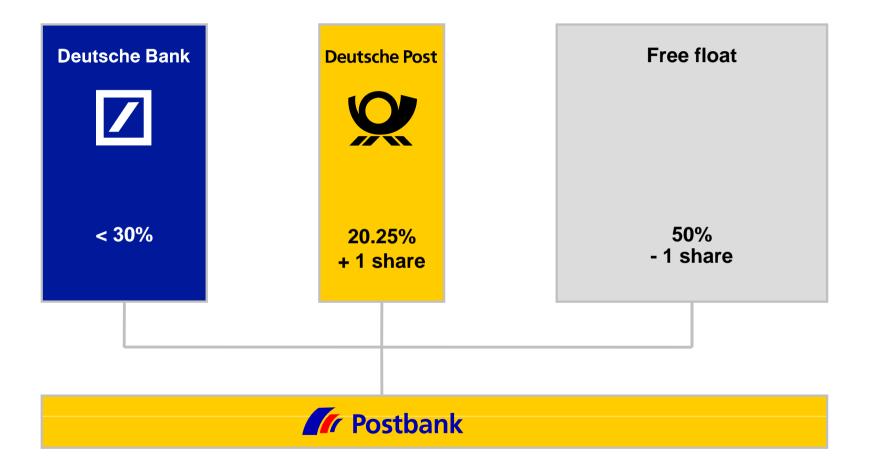








Target ownership structure as of closing





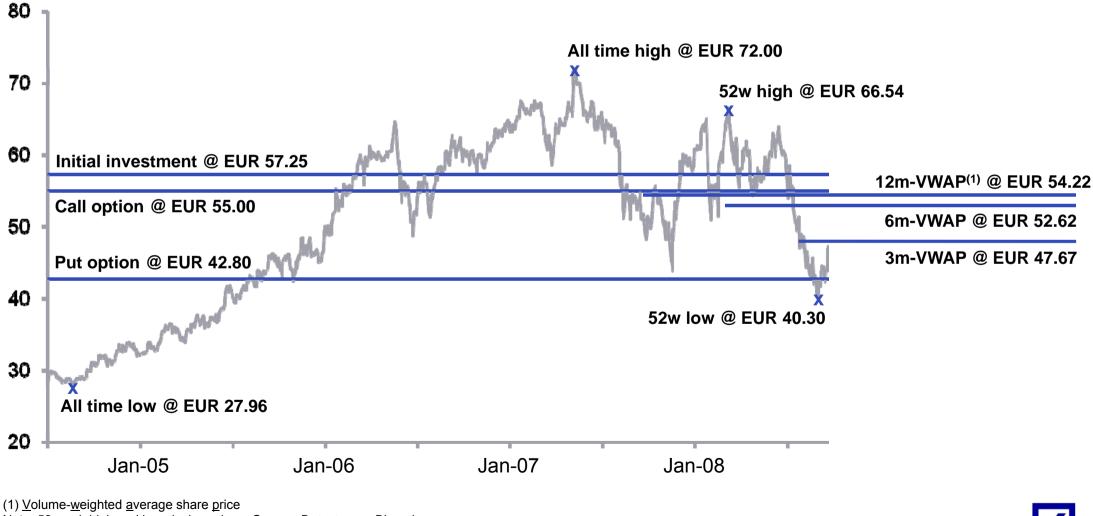


Deutsche Bank

Pricing of the transaction in context

Postbank share price as of 11 September 2008

Share price (in EUR)



Note: 52 week high and low closing prices; Source: Datastream, Bloomberg

Investor Relations 09/08 · 13

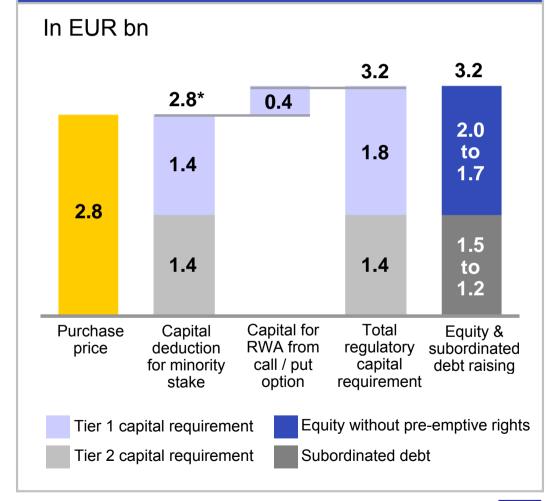


Capital measures planned to maintain Deutsche Bank's strong capitalisation

Key elements

- Equity raising of up to EUR 2 bn
- Ex-rights
- Capital measures designed to offset capital deduction and risk-weighted assets (RWA) from transaction and to maintain strong capitalisation levels
- Timing of capital measures is subject to market conditions (prior to closing of transaction)

Capital requirement and raising







Summary: Strategically and financially attractive for shareholders

Financial investment into Postbank	 Rapid profit growth and cost-efficiency Strong brands Loyal customers and employees Immediate P&L contribution
Co-operation agreement with Postbank	 Two strong platforms Revenue / client driven Leverages complementary strengths Non-disruptive
Strategic optionality	 Call option; right of first refusal over 5 years Put option Flexibility of implementation, timing and capital commitment
Benefits of a controlling stake (if acquired)	 Unique distribution platform Leading European retail bank with pre-eminent position in home market, Germany Expanding contribution of Deutsche Bank's "stable" businesses Significant step forward in retail business / "twin-pillar" model Leverage Postbank's strong retail deposit base





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 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 26 March 2008 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from <u>www.deutsche-bank.com/ir</u>.

This presentation may also contain non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 2Q2008 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at <u>www.deutsche-bank.com/ir</u>.