



**UBS Global Financial Services Conference New York, 14 May 2008** 





#### **Agenda**

1 Deutsche Bank Group

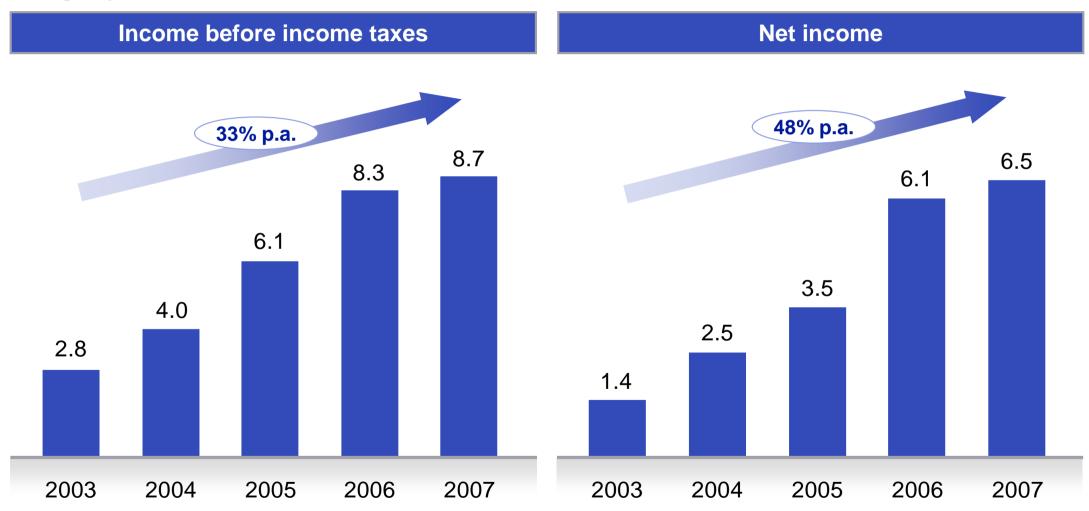
2 Global Banking

3 Outlook



# Deutsche Bank has delivered five years of continued profit growth ...

In EUR bn

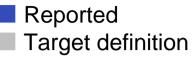


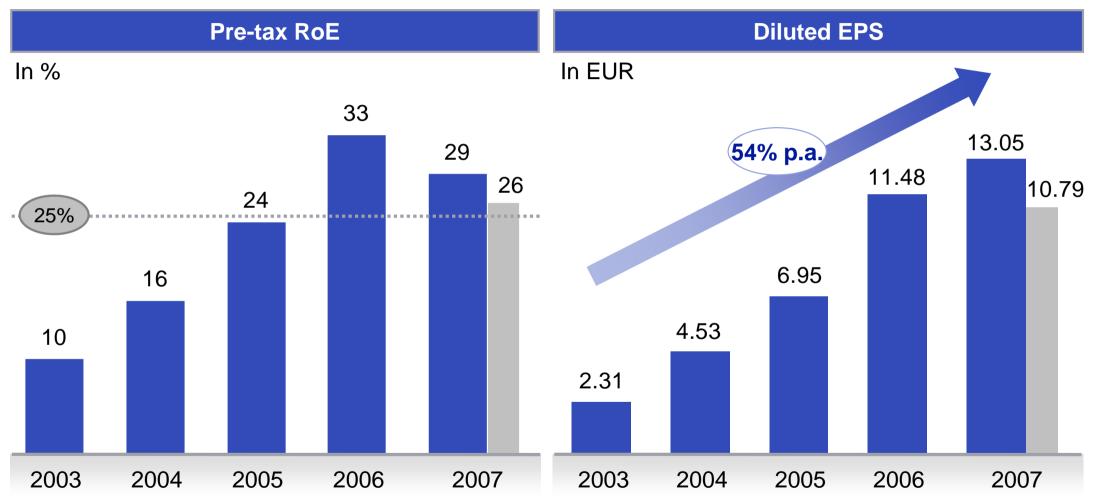
Note: 2003 – 2005 based on US GAAP; 2006 onwards based on IFRS Investor Relations  $05/08 \cdot 3$ 

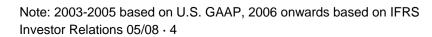




### ... and outperformed against key targets



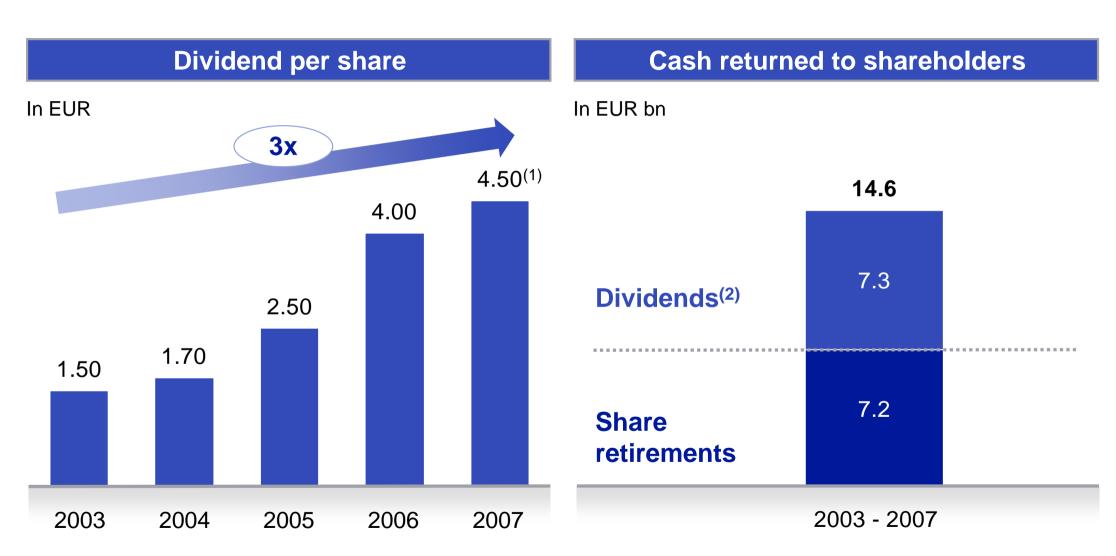








#### **Delivery to shareholders is key**



<sup>(1)</sup> Recommended

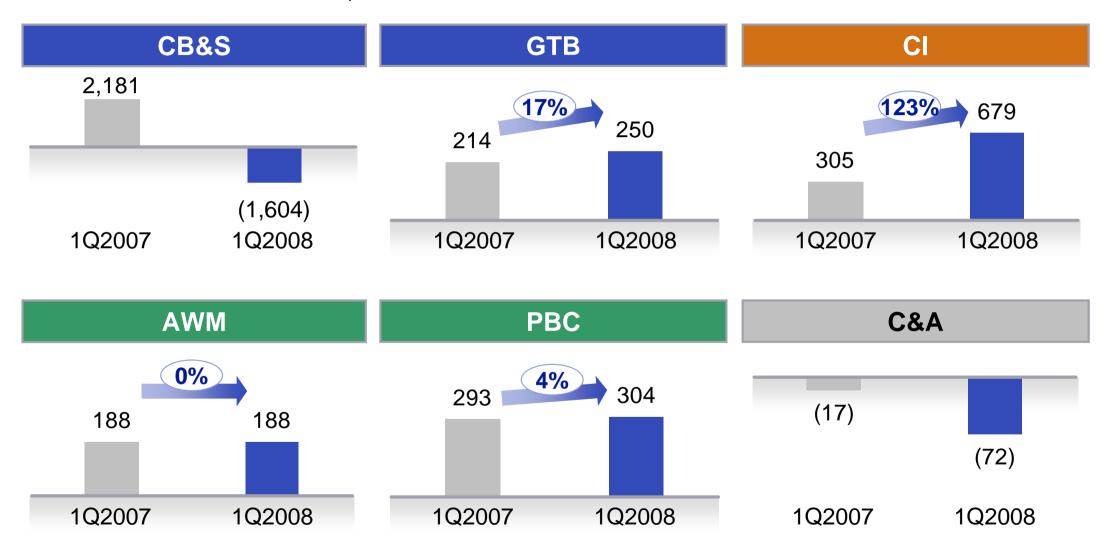


<sup>(2)</sup> For 2007 incl. recommended dividend (incl. dividend on own shares) of EUR 2.4 bn Note: Figures may not add up due to rounding differences Investor Relations 05/08 · 5



#### 1Q2008: Pre-tax profit by segment

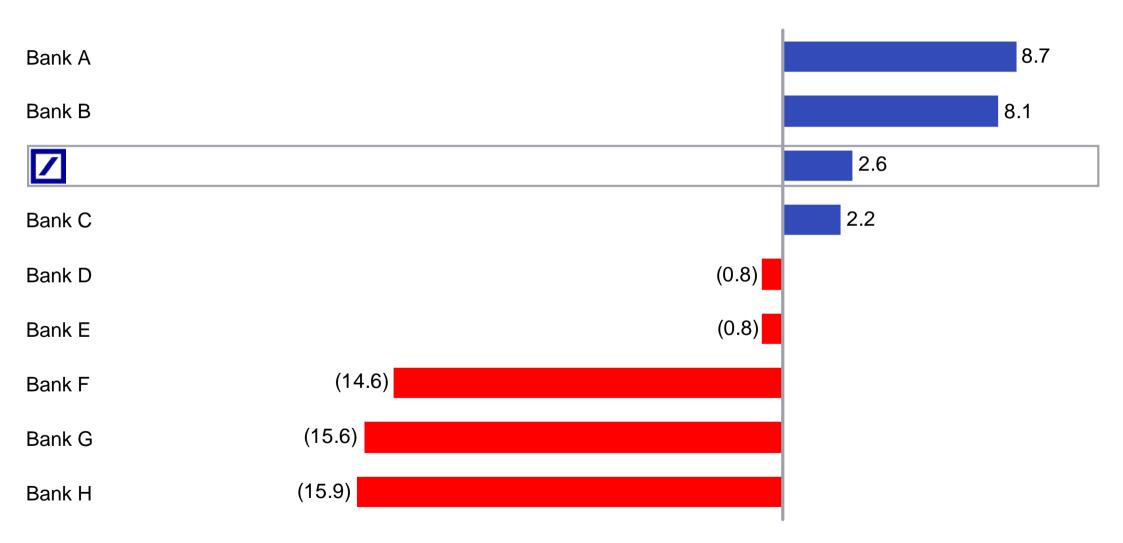
Income before income taxes, in EUR m





#### Relatively robust profitability through the downturn ...

Aggregate IBIT, 3Q2007/4Q2007/1Q2008, reported, in EUR bn

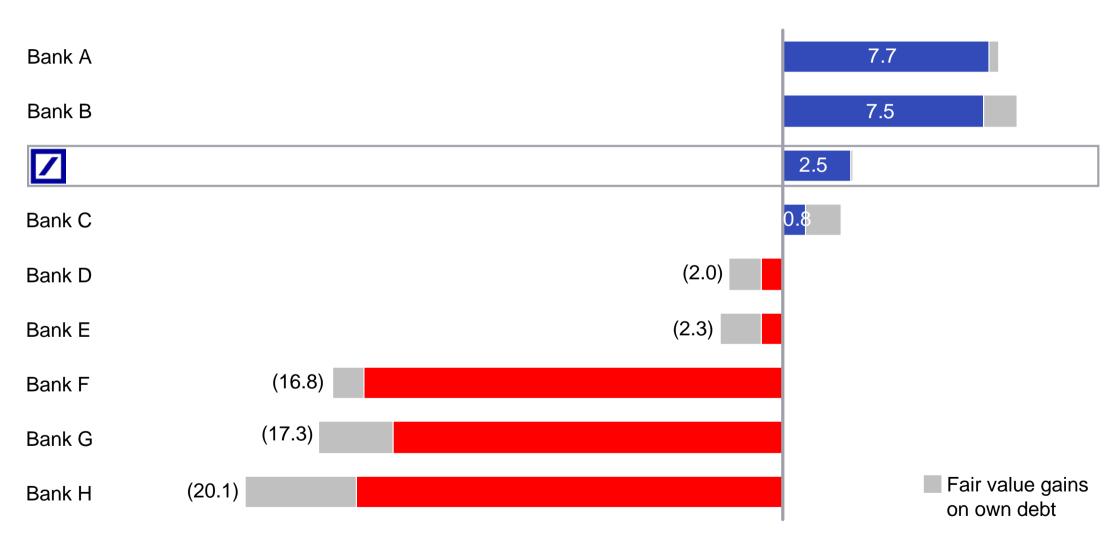






#### ... and the more so, when compared on a 'like-for-like' basis

Aggregate IBIT, 3Q2007/4Q2007/1Q2008, adjusted for FV on own debt, in EUR bn

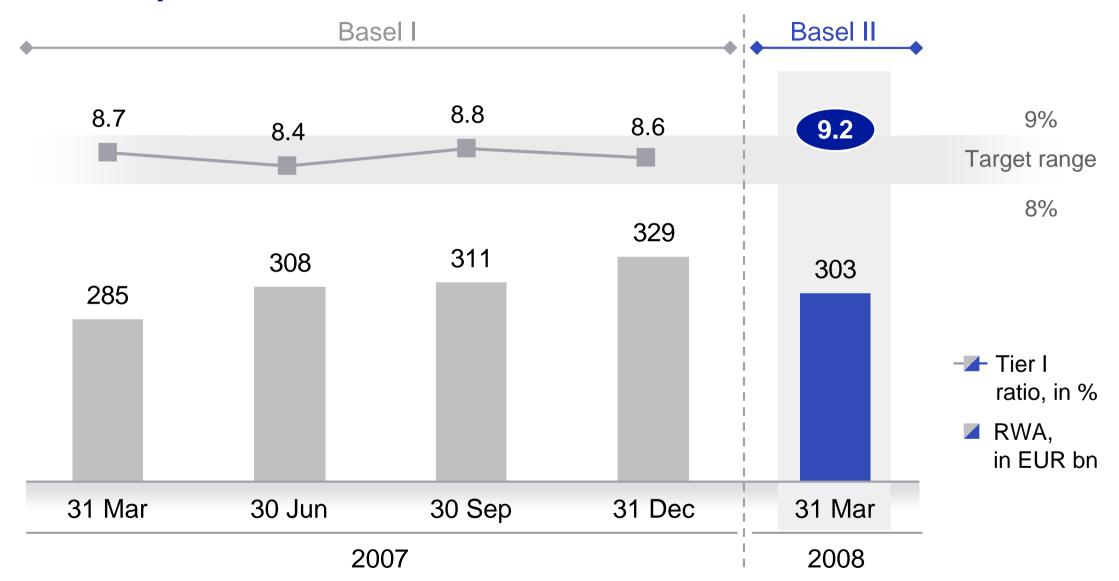


Note: Based on FY2007 and 1Q2008 fair value gains on own debt and fair value gains on Mandatory Convertible Notes; for peers IBIT reflects IBIT attributable to the shareholders of the parent





#### Solid capital base with a Tier I ratio of 9.2%





Financial Assets at FV through P&L

Cash and deposits from banks

Loans

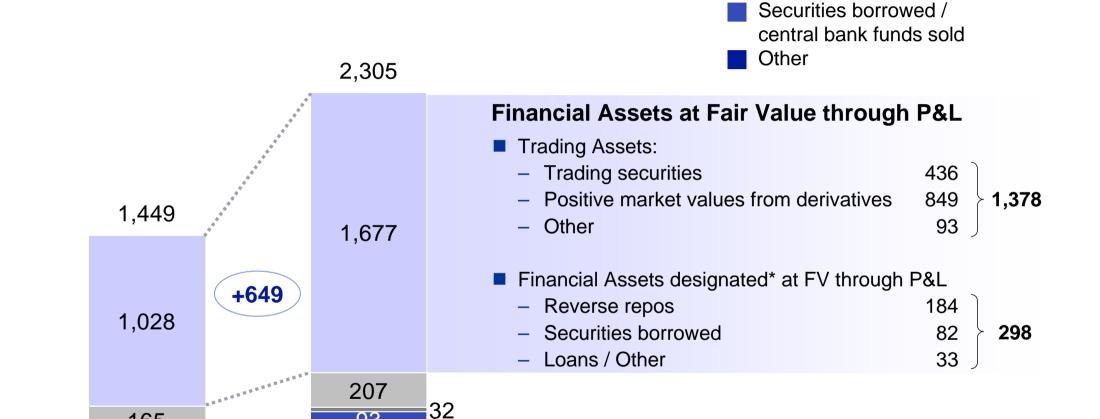
#### **Total Assets of EUR 2.3 trn under IFRS**

93

293

31 Mar 2008

In EUR bn



165

167

1 Jan 2006

19



<sup>\*</sup> Assets for which FV option elected by DB under IFRS Investor Relations 05/08 · 10



## Financial Assets at Fair Value through P&L: Breakdown

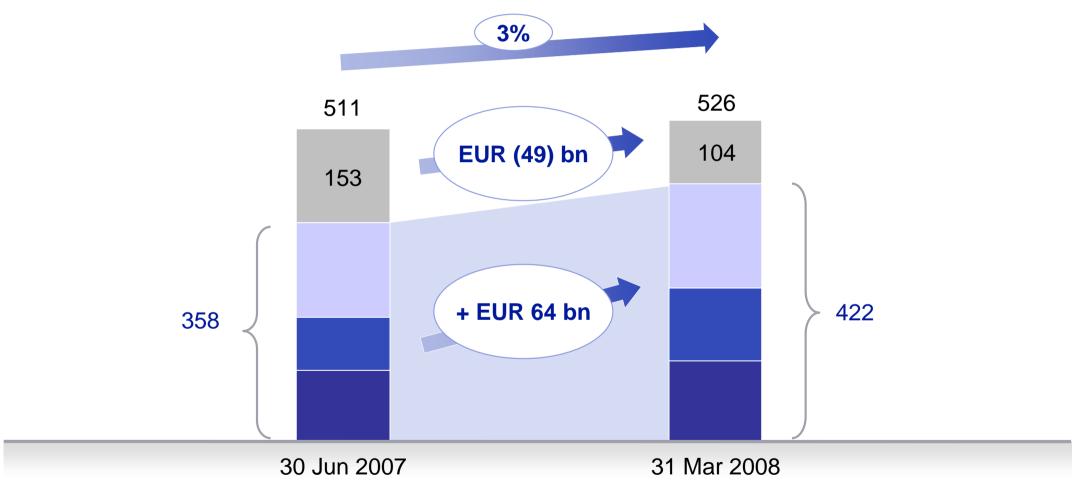
31 March 2008, in EUR bn

1,677	Market risk reflected	I in VaR / Economic Capital
436	Trading securities	■ 95% level 1 and 2
93	Other trading assets	■ Includes Leveraged Finance, CRE
849	Positive market values from derivatives	<ul> <li>Trading liabilities of EUR 838 bn</li> <li>Majority subject of master netting agreements</li> <li>Significant amount is collateralized</li> <li>Other items generally monitored, within approved limits</li> </ul>
266	Reverse repos / securities borrowed Other	<ul> <li>Generally supported by high-quality, liquid assets</li> <li>Subject to margin calls</li> </ul>



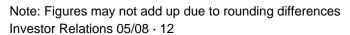
#### Unsecured funding base has grown, in quality and quantity

Unsecured funding by source, in EUR bn



Capital markets Short-term wholesale funding

Retail deposits
Fiduciary, clearing & other deposits



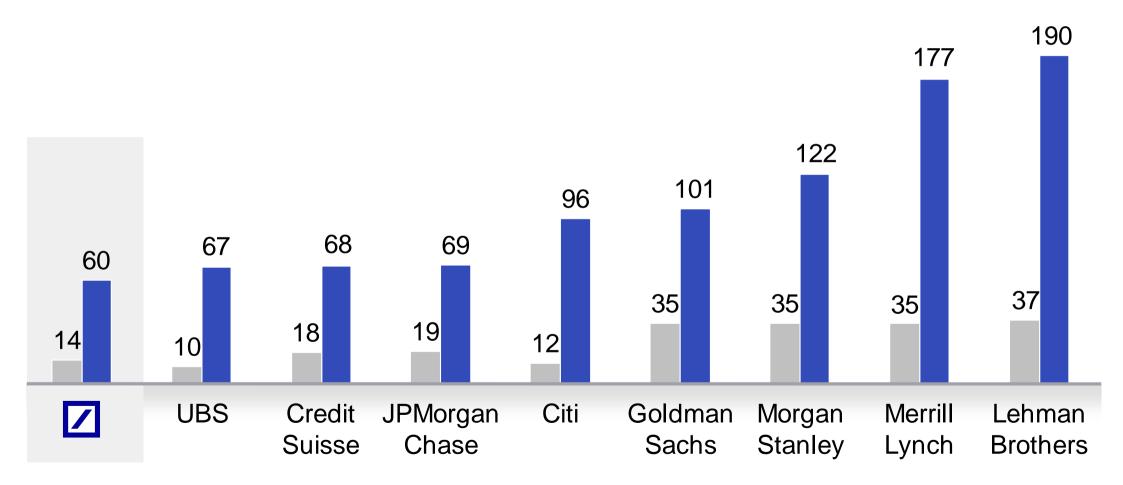




#### A funding cost advantage for Deutsche Bank

5-year senior CDS, in bps

■ 1 July 2007 ■ 30 April 2008



Note: Goldman Sachs, Merrill Lynch, Lehman Brothers based on 24 April 2008

Source: Bloomberg

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#### **Agenda**

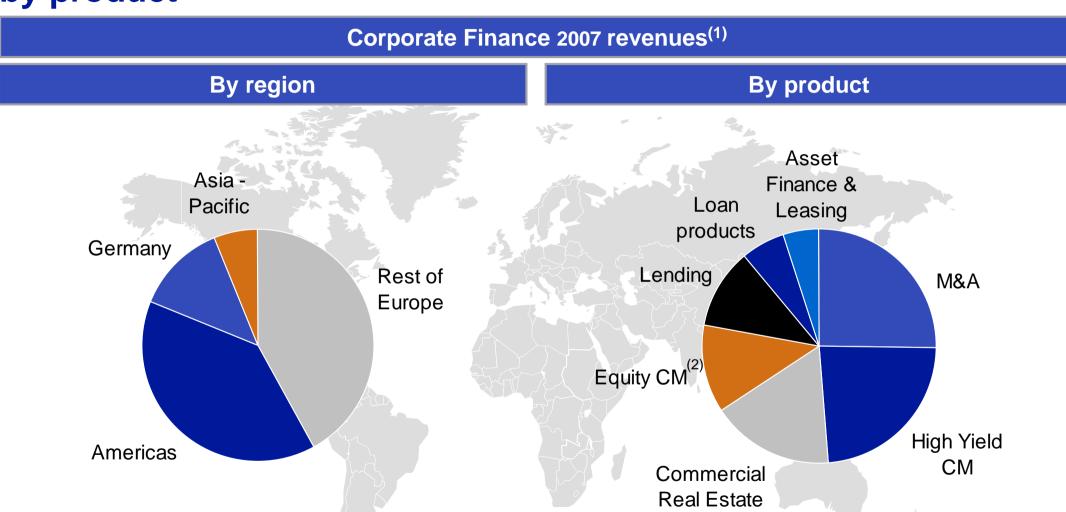
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# Corporate Finance has well diversified revenues by region and by product





<sup>(1)</sup> Corporate Finance revenues are excluding writedowns

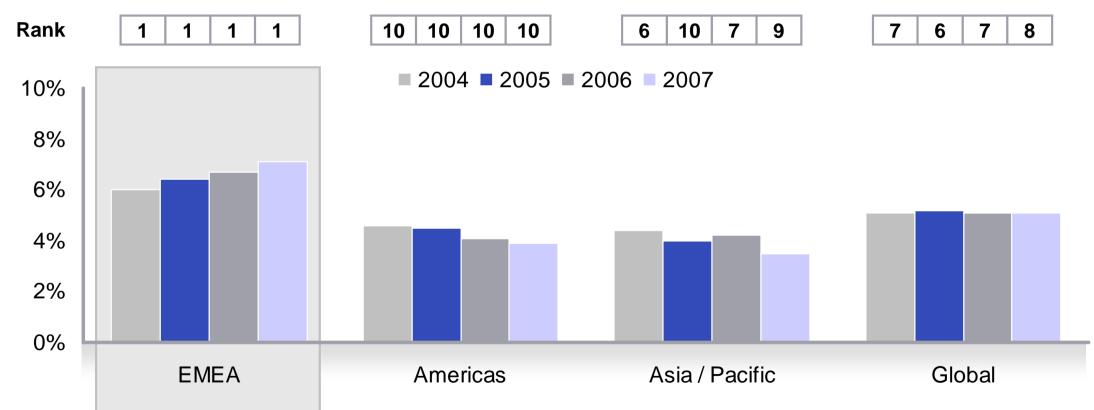
<sup>(2)</sup> Represents Corporate Finance portion of the ECM business Investor Relations 05/08 - 15



# Despite market conditions, we maintain our leadership position in Europe in Corporate Finance



Fee pool market share (%)



Source: Dealogic as at 31 December 2007

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#### We continue to maintain leadership positions in growing markets

Leadership in key markets		
Region	<u>CF rank</u>	
Russia	1	
CIS	1	
MENA	2	
Asia Pacific (ex-Japan)	6	
Americas	10	

#### Deutsche Bank's landmark deals

- Rio Tinto's \$44bn acquisition of Alcan (largest transaction ever in metals and mining sector)
- Lyondell Chemicals Company's \$19bn sale to Basell AF (largest M&A transaction ever in global chemicals sector)
- Marathon Oil's \$6bn acquisition of Western Oil Sands
- Tata Steel's \$12.2bn acquisition of Corus
- VTB's \$8.0bn IPO in Russia
- Joint lead manager for \$4.3bn rights offering for State Bank of India (largest rights offering in India ever)
- Dubai Ports \$4.2bn IPO
- DLF's \$2.25bn IPO in India
- Alibaba.com's \$1.7bn IPO in HK
- Eurasian Natural Resources Corporation £1.4bn IPO (pre-green shoe) on LSE (the largest IPO in the UK in 2007, largest ever IPO in the European metals and mining sector)

Source: Ranking data from Dealogic as at 31 December 2007

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In FIIR hn



#### Leveraged Finance exposure: Current status

#### Composition of current loans and loan commitments

III EUN DII	
31 Dec 2007 total loans and loan commitments	36.2
FX	(2.7)
Sales	(0.4)
Restructured	(0.5)
New Commitments	0.6
31 Mar 2008 total loans and loan commitments	33.1
Gross mark-downs*	
(9.2% of traded loans and loan commitments)	(2.9)
Carrying value	30.2

#### **Development of mark-downs**

In EUR m

FY2007 1Q2008

Mark-downs (net of fees)

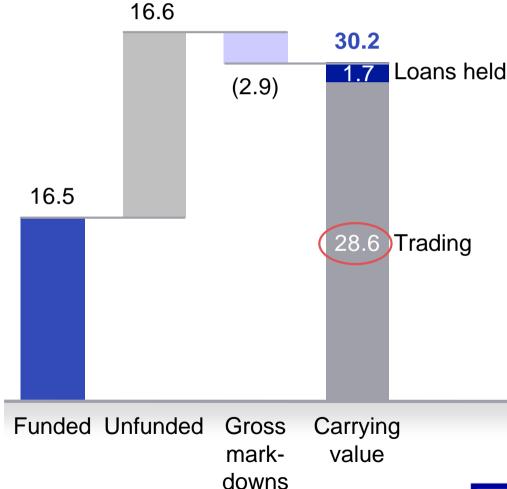
(759)

(1,770)

Funded Unfunded Gromative Related to traded loans and loan commitments on our books as at 31 Mar 2008

Note: Figures may not add up due to rounding differences

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**Deutsche Bank** 



#### Commercial Real Estate: Summary of traded whole loans

#### Composition of traded whole loans and loan commitments(1) In EUR bn 17.2 31 Dec 2007 total loans and loan commitments 15.5 FX (0.6)Other 2.0 Sales (0.2)Europe 31 Mar 2008 total loans and loan commitments 16.4 Gross mark-downs<sup>(2)</sup> 6.5 Germany (5.5% of traded loans and loan commitments) (0.9)100% Carrying value 15.5 **Funded** North 7.0 **Development of mark-downs America** In EUR m FY2007 1Q2008 (386)(342)Mark-downs (net of fees) Carrying

Note: Figures may not add up due to rounding differences Investor Relations 05/08 · 19



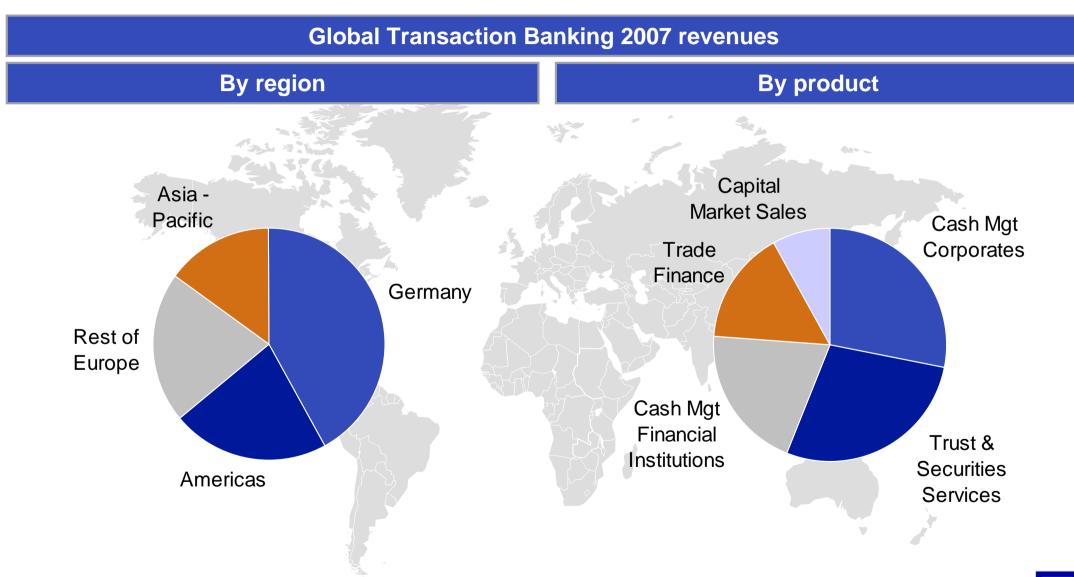
value

**Deutsche Bank** 

<sup>(1)</sup> Traded whole loans and loan commitments represent our gross exposure to loans and loan securities held on a fair value basis; our Commercial Real Estate business also takes positions in assets held for securitisation and commercial mortgage-backed securities (2) Related to trading commitments on our books as at 31 Mar 2008



## Our GTB business also has a well diversified product mix, ...



Note: Figures may not add up due to rounding Investor Relations  $05/08 \cdot 20$ 





### ... has leadership positions in key products ...

Product	Rank	Market share	
Euro clearing <sup>(1)</sup>	1	17%	
USD clearing <sup>(2)</sup>	5	9%	
Export LCs Germany <sup>(3)</sup>	1	23%	
Trustee for US Asset & Mortgage Backed Securities <sup>(4)</sup>	2	21%	
US Debt (all) Trustee <sup>(5)</sup>	2	11%	
Trade Finance Loans <sup>(6)</sup>	5	6%	



<sup>(1)</sup> Bundesbank: RTGS+/Target (as of October 2007) (2) Clearing House Interbank Payment System (CHIPS), (December 2007)

<sup>(3)</sup> S.W.I.F.T. (December 2007) (4) Asset Backed Alert (FY 2007)

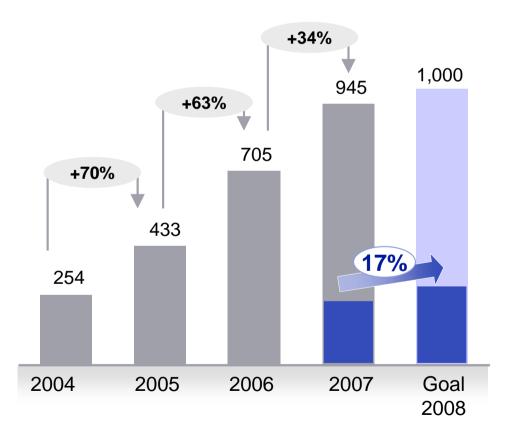
<sup>(5)</sup> Thomson Financial (4Q, 2007) (6) Dealogic (December 2007), regarding number of deals Investor Relations 05/08 · 21



## ... and is well on the road to achieving EUR 1 bn profit target

#### EUR 1 bn target 2008

Income before income taxes, in EUR m



1Q2007 and 1Q2008

#### **Tactics**

- Continue organic top line growth focus on Europe
- Further deepen our footprint and market perception in Americas through a corporate strategy
- Continue to grow Asian business
- Build out other emerging markets focus on Turkey, Eastern Europe
- Further pursue plans for bolt-on acquisitions
- Intensify cooperation with Private & Business Clients
- Continued disciplined cost management





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# We leverage our global platform for accelerated growth ...

Investment Banking	'Stable' businesses	Capital, liquidity and exposures
Market conditions impact structured credit	■ GTB: Further momentum	Continue to focus on reducing exposures in critical areas
■ Share gains in 'flow' products	■ PBC: Returns on investments	
<ul><li>Growth in non-OECD markets</li><li>Growth in Commodities, Prime Services</li></ul>	PWM: Growth reflects prior year investments and net inflows	■ Tier 1 ratio remains within 8-9% range
<ul><li>Share gain in Corporate Finance</li><li>Redeploying resources to growth</li></ul>	AM: Market conditions impact retail and real estate	Sustained access to liquidity, reflecting strong funding base

- No change to strategy: We stay the course
- Business model re-affirmed: Core businesses and 'one-bank' approach
- Strict management of costs and risks



areas



## ... while longer-term trends continue to favour Deutsche Bank

Trend	Features	Deutsche Bank strengths
Globalisation	<ul> <li>Growth of emerging markets</li> <li>Geographical boundaries disappear</li> <li>Global players act locally</li> </ul>	<ul> <li>Regional business diversification</li> <li>Global network</li> <li>Global capital market access</li> <li>Local presence and culture</li> </ul>
Growth of capital markets	<ul> <li>Growing investor appetite</li> <li>Innovation / structuring</li> <li>Corporate activity</li> <li>Leverage / risk distribution</li> </ul>	<ul> <li>Leadership in Investment Banking</li> <li>World-class Sales &amp; Trading</li> <li>Growth in Corporate Finance</li> <li>Risk management</li> </ul>
Global asset growth	<ul> <li>Private retirement funding</li> <li>Emerging market wealth creation</li> <li>Shift toward new asset classes</li> <li>Institutional investment evolves</li> </ul>	<ul> <li>EUR 896 bn Invested Assets</li> <li>Global mutual funds / PWM</li> <li>Alternative investments</li> <li>Integrated product development</li> </ul>



#### **Cautionary statements**

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

This presentation contains non-IFRS financial measures. For a reconciliation to directly comparable figures reported under IFRS refer to the 1Q2008 Financial Data Supplement, which is accompanying this presentation and available on our Investor Relations website at www.deutsche-bank.com/ir.