

# **Credit Risk Overview**

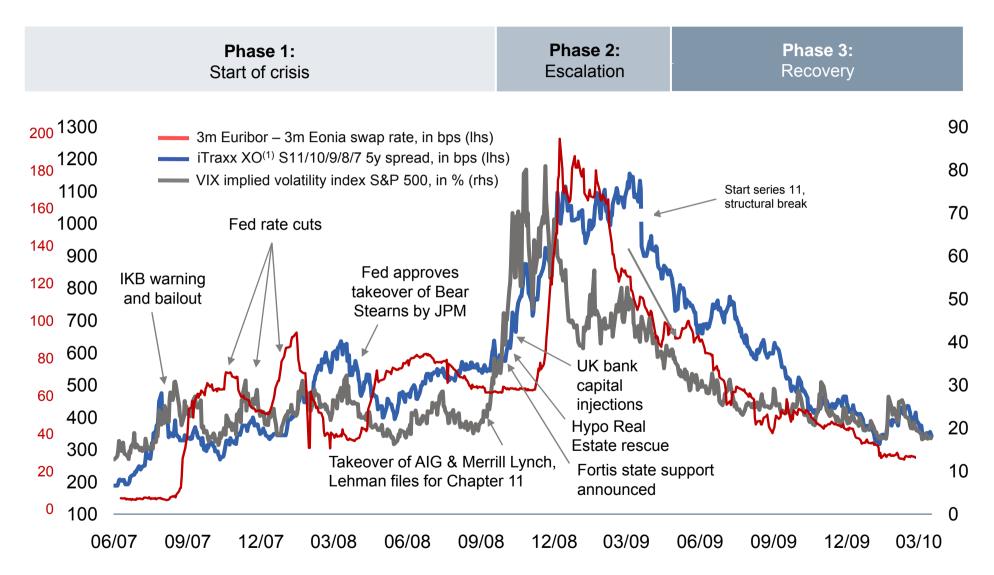
Stuart Lewis Deputy Chief Risk Officer

Passion to Perform

Investor Meetings Frankfurt, 11 May 2010

## **Financial crisis evolution**



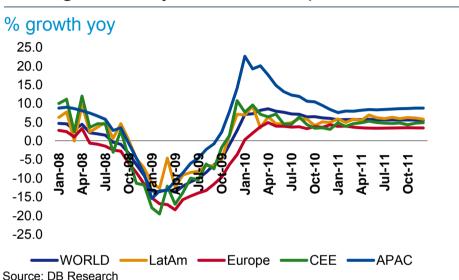


(1) iTraxx Europe Crossover, 5-year, series 11 (index of CDS credit derivatives on 50 companies rated at the threshold of investment and speculative grade; before March 2009: series 10/9/8/7)

Source: Bloomberg, DB Research

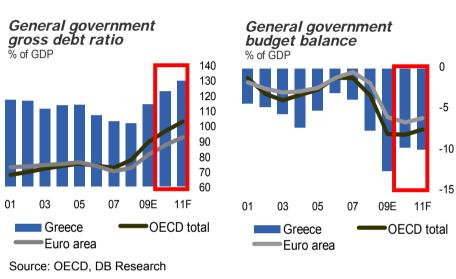
# Strong recovery seen across global industries ...





#### Strong recovery in industrial production ...

#### ... but sovereign risks remain

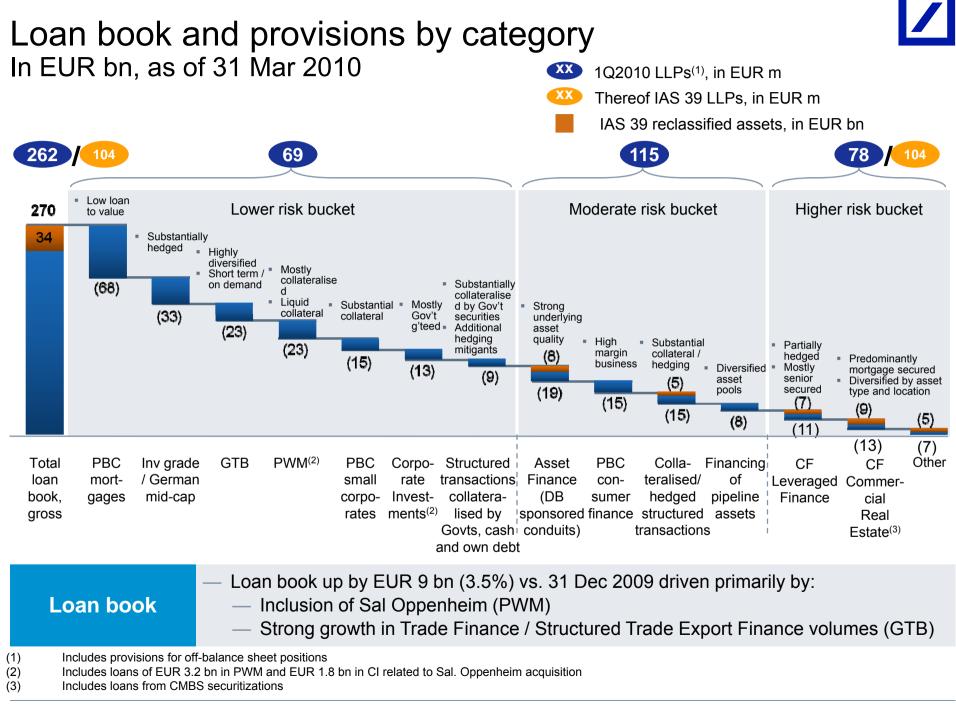


Industrial production	<ul> <li>Strong recovery in Asia, but also in US, less pronounced in Europe</li> <li>Chemicals: Major chemical companies (BASF, DuPont, Dow Chem) reported double- digit volume growth (driven by APAC) and sound results in 1Q2010</li> <li>Semiconductors: Strong order volumes over past 2 quarters, driving utilisation rate up to 87% in 1Q2010 (vs. 57% in 1Q2009)</li> </ul>
Sovereign risk	<ul> <li>S&amp;P and Fitch downgraded Greece to BBB+, lowest level in Eurozone</li> <li>Significant market reaction driven by heightened awareness of potential for m/t sovereign default</li> <li>Deutsche Bank faces limited primary / secondary order risks but potentially significant tertiary impact from contagion effect</li> </ul>



## **1** Loan book overview

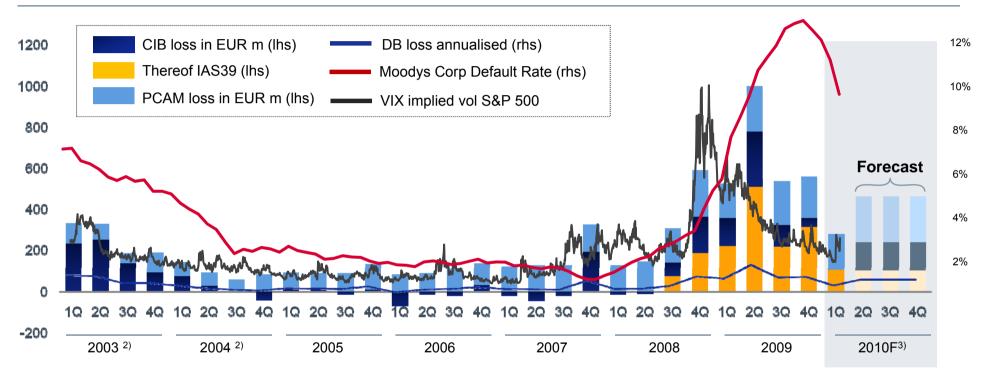
- 2 Assets under IAS39 reclassification
- 3 Monolines



## LLPs stabilising as market shows signs of recovery



#### Loan loss provisions development: 2003 – 1Q2010



(1) All bps annualised

(2) 31 Dec 2009 loan book used to calculate bps

(3) Forecast based on 2010 base case



## 1 Loan book overview

## **2** Assets under IAS39 reclassification

#### 3 Monolines

#### Positive trends continue across the portfolio As of 31 March 2010



Positive rating development ... PD Up/Downgrade Ratio (internal data) In EUR bn, as of 31 Mar 2010 ■LF ■CRE ■Asset Finance ■Other ■Coll/Hedged Sec 2.5 6.7 (51)% 2 4.1 1.5 3.7 3.3 1 0.5 Mar-09 May-09 Jan-10 Mar-10 Mar-09 Sep-09 Dec-09 Mar-10 **Favorable** Mar 2010 overall up/downgrade ratio of 0.85x from 0.12x (Mar 2009) rating migration CV / FV delta also continues to decrease with market recovery and DB's proactive & CV / FV delta restructuring efforts (down 51% since Mar 09) development ... ... as well as DB significantly reduced IAS39 Lev Fin subordinated debt since 3Q2009

- Sold 5 positions, resulting in 40% reduction in CV of sub debt
- Remaining sub debt is EUR 1.6 bn, attributable to 3 names (99% is one name)

... also with CV / FV delta reduction

Note: CV = Carrying Value; FV = Fair Value

continued

reduction of

LF sub debt

#### IAS39 reclassified assets overview As of 31 March 2010



Asset class	Carrying value	# of assets	% inv grade	Impaired loans (EUR bn)	# of impaired loans	LLP run rate (annualised)	LLP run rate vs. Dec 09	CV / FV delta (% total)
Leveraged Finance	6.6	205	0%	<b>2.1</b> (32%)	<b>10</b> (4.9%)	377bps	➡	<b>0.3 bn</b> (10%)
Commercial Real Estate	8.8	438	48%	<b>0.2</b> (2%)	<b>7</b> (1.6%)	126bps	➡	<b>0.4 bn</b> (12%)
Asset Finance	8.0	123	76 %	<b>0.4</b> (4%)	<b>3</b> 2.4%	_	➡	<b>1.0 bn</b> (31%)
Other	5.4	279 <sup>(1)</sup>	63%	<b>0.4</b> (7%)	<b>5<sup>(1)</sup></b> (1.8%)	21bps	➡	<b>1.3 bn</b> (40%)
Coll. / hedged transactions	5.2	340	94%	_	<b>1</b> (0.3%)	15bps <sup>(2)</sup>		<b>0.2 bn</b> (6%)
Total	34.0 bn	1,385	58%	<b>2.9</b> (9%)	<b>26</b> (1.9%)	109bps		3.3 bn

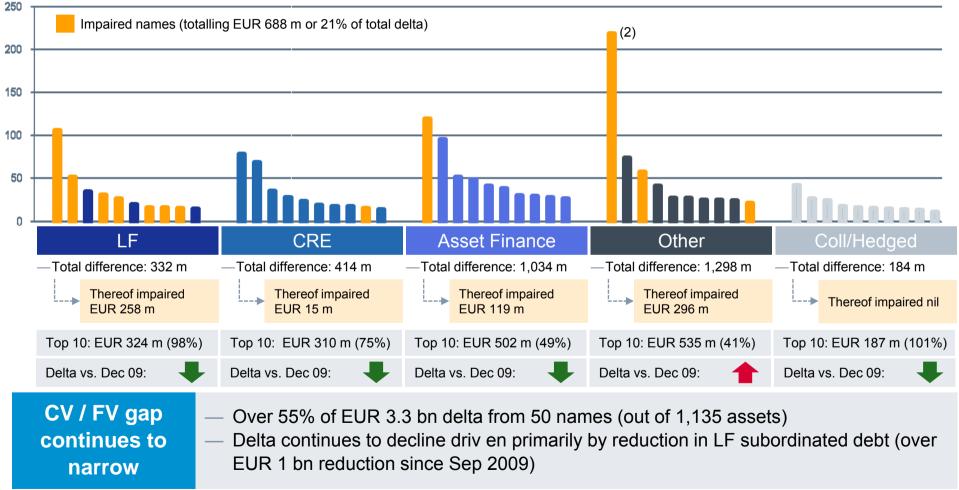
(1) Excludes European mortgage loan portfolio with 7,964 and student loan portfolio with 8,893 collectively assessed assets

(2) Increase in LLP run rate refers to a single name EUR 2 m facility

# Continued reduction of CV / FV delta across most asset classes



#### In EUR m



(1) Top 10 names for each of the 5 asset classes

(2) UK homogeneous mortgage portfolio acquired on liquidation of mortgage warehouse facilities



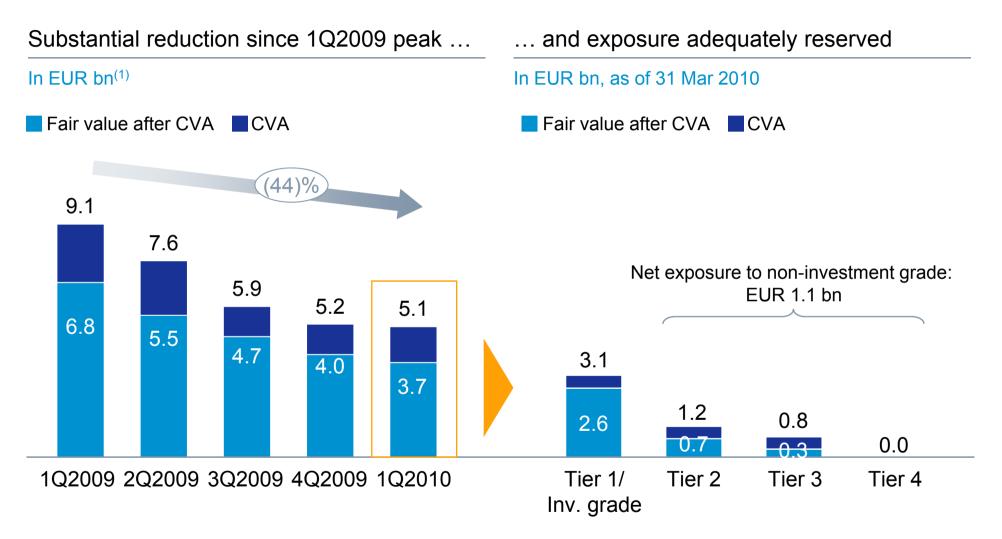
## 1 Loan book overview

## 2 Assets under IAS39 reclassification

## 3 Monolines



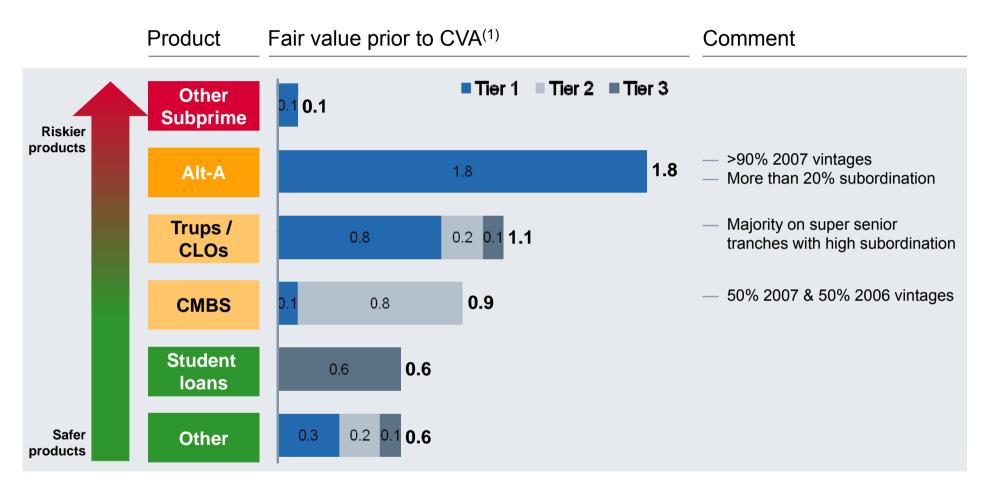
#### Monoline update Exposure materially reduced, reserve levels remain adequate



Note: Tiering is an internal Credit Risk Management designation (Tier 1 = strongest / Tier 4 = weakest); CVA = Credit valuation adjustment (1) Excludes counterparty exposure to monoline insurers that relates to wrapped bonds

#### Monoline exposure by asset classes In EUR bn, as of 31 Mar 2010





Exposure profile	<ul> <li>No exposure to ABS CDO or RMBS with Tier 2, 3 &amp; 4 players</li> <li>~50% reserve level for direct exposure to Tier 2, 3 &amp; 4 payers</li> </ul>
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(1) Credit valuation adjustments

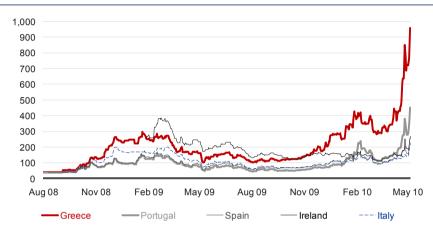
Investor Meetings, 11 May 2010 Stuart Lewis, Deputy Chief Risk Officer



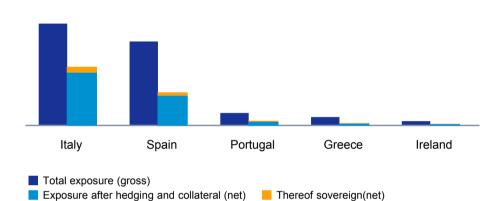
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#### Sovereign risk – Hot spots in Southern Europe Concerns about sovereign risk – potential tertiary effect through contagion

CDS spreads by country (in bps)



DB exposures<sup>(1)</sup> by country, 31 Mar 2010



Limited primary/ secondary portfolio concerns	<ul> <li>Sovereign: Overall relatively small, except Italy</li> <li>CIB: Focus on better rated clients; corporates / FIs with satisfactory diversification &amp; risk mitigation</li> <li>PBC: Large presence in Spain and Italy, mitigated by low concentration risk and collateral</li> </ul>
but potential risk of tertiary market impact due to contagion	<ul> <li>Significant spread widening could lead to losses on our illiquid GM/GB legacy positions</li> <li>Temporarily reduced liquidity in EU debt and equity markets</li> <li>European banks with significant cross border funding would exhibit renewed stress</li> </ul>

(1) Includes exposure for CIB, PBC and PWM, excludes traded credit positions (TCP)



#### Sovereign risk: Greece Stress contagion scenario impact analysis

Impact	Market scenarios	Potential impact on DB	Risk
Primary	<ul> <li>Hair cut on Greek sovereign debt</li> <li>Shipping : Greek ship owners wealth largely held in domestic assets (e.g. stakes in banks); losses and tighter liquidity with negative impact on CAPEX, future earnings</li> <li>HF and HNWI impacted by direct losses on Greek Sovereign/FI holdings</li> </ul>	<ul> <li>Limited losses from sovereign debt exposure</li> <li>Greek FI/Sovereign exposure driven by FX and Rates derivatives to double</li> <li>Immediate liquidity and P&amp;L impact negligible as very small local DB franchise</li> <li>PWM exposure to Greek clients manageable given large AuM; overall HF portfolio net shore</li> </ul>	• •
Secondary	<ul> <li>Greek sov debt restructuring results in ~ EUR 50-75bn losses for European banks</li> <li>FIs with larger sovereign holdings and/or exposure to Greek banking sector come under pressure</li> </ul>	<ul> <li>Funding cost increase</li> <li>Share price under pressure</li> <li>Collateral (Greek govt) held negligible; Prime Finance exposure limited after collateral</li> </ul>	
Tertiary	<ul> <li>Credit spreads rise sharply as financials widen &amp; liquidity dries up for riskier assets</li> <li>Severe contagion globally, initially with spill over into weak EU and some CEE</li> <li>Equities fall, financials underperform</li> <li>USD, Treasuries, precious metals benefit from "flight to safety"; USD strengthening leads to currency volatility in EMs (e.g. LatAM, less impact on Asia)</li> </ul>	<ul> <li>Further loss potential on illiquid legacy assets</li> <li>Aggregate short TCP position in Spain, Portugal and Ireland</li> <li>However, contagion impact beyond PIIGS countries could be material</li> <li>Derivative exposure MTM to rise, driven by falling EUR, spread widening</li> <li>Capital hedged against EUR depreciation</li> </ul>	5

Note: Scenario based on holistic overview (tertiary risks over 10 day period); effects may not necessary be sequential or in described order Traffic lights denote overall downside scenario impact on Deutsche Bank. TCP = Traded credit positions

## Process of managing country risk

#### Country risk management

#### **Responsible for:**

- Managing the Bank's global country risk portfolios by setting country limits
- Coordinating and managing the country risk process

#### Country limits are set by:

 Management Board or Cross Risk Review Committee

#### DB specifically limits and monitors its exposure to Emerging Markets:

— Non-Japan Asia, EEMEA and Latin America

# Exposures are monitored through a framework of limits:

Total counterparty, transfer risk and event risk scenario limits

#### Country limits are reviewed:

 At least annually, in conjunction with the review of country risk ratings

#### Country risk rating

Key tool in management of country risk

Established by an independent country risk research function within Credit Risk Management and include:

- Sovereign rating
- Transfer risk rating
- Event risk rating

# All sovereign and transfer risk ratings are reviewed, at least annually, by:

- Cross Risk Review Committee
- Sub-committee of Risk ExCo

#### Country risk research group reviews:

- Quarterly: Ratings for the major Emerging Markets countries
- Continuous review: Ratings for countries that we view as particularly volatile, as well as all event risk ratings

## 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 16 March 2010 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from <u>www.deutschebank.com/ir</u>.

This presentation may also contain 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 1Q2010 Financial Data Supplement, which is available at <u>www.deutsche-bank.com/ir</u>.