Deutsche Bank Investor Relations

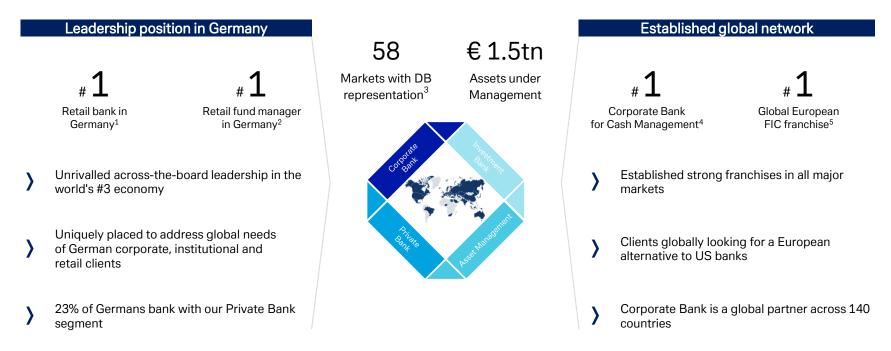


Client & Creditor Overview

May 2024

A strong German bank with a broad global network $_{\rm FY\,2023}$





Notes: throughout this presentation totals may not sum due to rounding differences and percentages may not precisely reflect the absolute figures; for footnotes refer to slides 25 and 26

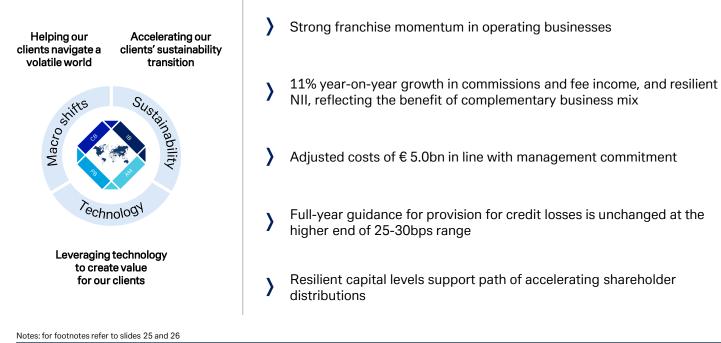


1 Recent performance – laying a solid foundation for future growth

2 Sustainable growth – strategic evolution to 2025

3 Appendix

Disciplined execution of management agenda



€7.8bn Revenues

€ **5.0**bn Adjusted costs

> 8.7% RoTE¹

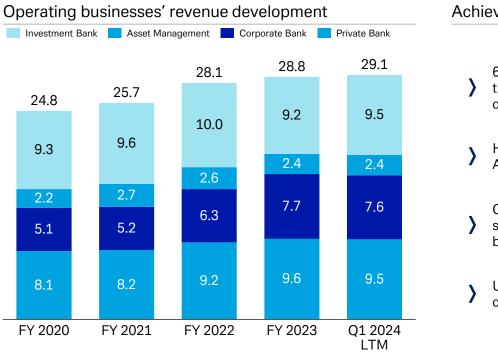




Revenue performance has exceeded expectations

In € bn, unless stated otherwise





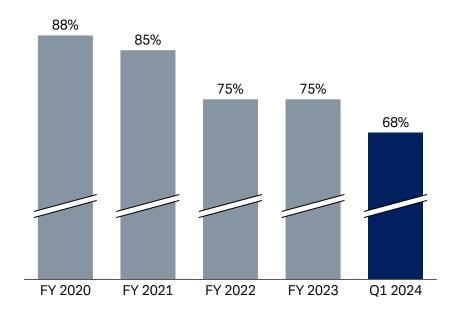
Achievements

- 6.0% revenue CAGR in Q1 2024 LTM vs. FY 2021, within the raised target range, reflecting the benefit of complementary business mix
- Higher commissions and fee income from growing AuM in Asset Management and Private Bank
- Continued franchise momentum and market share gains, supported by recent investments in capital-light businesses, while future NII is broadly hedged
- Upgrades from major rating agencies driving increased client engagement and incremental business

Significantly reduced cost/income ratio (CIR)



Group CIR development



Achievements

- Significantly reduced costs, while self-funding transformation and platform investments
- Adjusted costs in Q1 2024 of € 5.0bn in line with management commitment
- ~60% of € 2.5bn operational efficiencies already achieved by Q1 2024
- Reduction in CIR indicates progress towards 2025 cost target of <62.5%

Robust risk, liquidity and capital management Q1 2024, unless stated otherwise

Diversified loan book, underpinned by disciplined risk management, allows for contained provision for credit losses through the credit cycle

Continued development of non-financial risk management capabilities

Further increased deposit levels, supported by resilient home market and global franchise

Resilient capital levels support path shareholder distributions



vs. € 488bn in Q1 2023

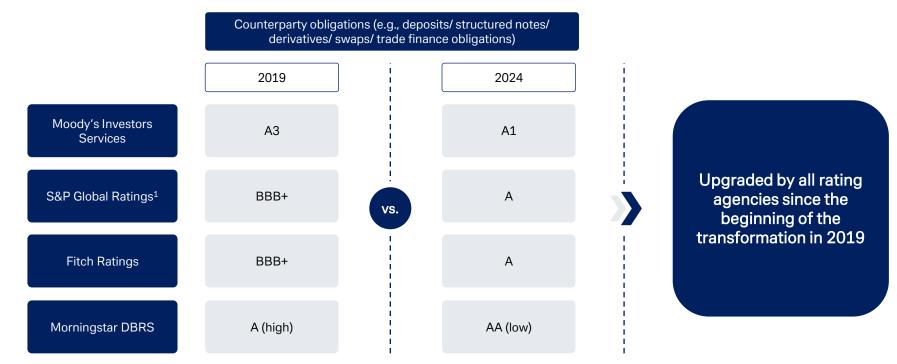


vs.€592bn in Q1 2023



~229bps MDA buffer

Rating upgrades confirm transformation achievements





1 Recent performance – laying a solid foundation for future growth

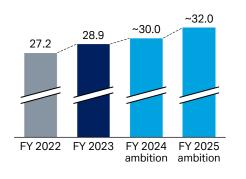
2 Sustainable growth – strategic evolution to 2025

3 Appendix

Revenue growth target of 5.5-6.5% In € bn, unless stated otherwise



Revenues

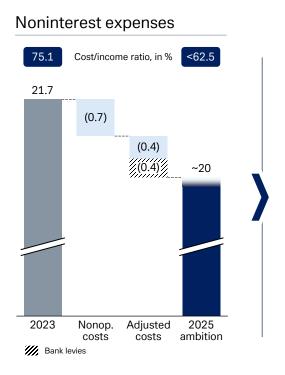


Historic revenue outperformance¹ triggers revision of 2025 revenue target to ~€ 32bn (2021-2025 CAGR of 5.5-6.5%), driven by platform growth with balanced mix

Notable franchise achievements in Q1 2024 driving revenue momentum

+ **11**% ~5% increase year on year in incremental deals won with multinational corporate clients Deposit Strong momentum across the structured credit market in Trust & Agency Services growth YoY Investment Bank +70bps O&A market share gain in the growing fee pool in Q1 vs FY 2023; up to 7th + 54% rank from 11th respectively² **O&A** revenue Diversified and stable FIC revenues, including Financing arowth YoY Reached total AuM of € 606bn, € 12bn net inflows in O1, supported by accelerated Private Bank + 9%business momentum while shifting product mix towards fee-generating investment solutions AuM Strengthened capabilities in strategic focus areas arowth YoY Management + 12% AuM increased by € 45bn in Q1 to € 941bn, driven by positive market Asset development and net inflows, supporting higher management fees in the future AuM Strong 3-year and 5-year outperformance ratios³ growth YoY

Reinforced cost execution supports operating leverage In € bn, unless stated otherwise



Improving operational efficiency

Focused expense management has delivered lower adjusted costs of € 5.0bn in Q1 2024, in line with guidance

Maintaining cost execution discipline while self-funding further investments

Further incremental measures in flight, including re-engineering of our operating model via additional front-to-back improvements of product processes and harmonization of infrastructure capabilities

2025 financial targets and capital objectives



Financial targets Capital objectives >10% < 62.5% ~13% 5.5-6.5% 50% CET1 ratio Post-tax RoTE Revenue CAGR Total payout ratio 2021-2025 in 2025 in 2025 from 2025 Well-positioned to Increased revenue Reiterate CIR target, Confirm 2025+ Aim to operate with a drive returns above with continued focus on buffer of 200bps above momentum supppayout guidance and further structural cost MDA, as we build poised to outperform cost of equity based ported by further on sustained operating balance sheet capital and absorb € 8bn target¹ reductions, via leverage over the optimization and technology investments, regulatory changes greater shift to capitalperiod process redesign and light businesses efficiencies in infrastructure

Outlook

Strong franchise momentum, with businesses positioned for further growth

Reconfirm guidance for forward run-rate of adjusted costs of around € 5bn for subsequent quarters

Full-year guidance for provision for credit losses unchanged at the higher end of the range, with solid portfolio quality

Resilient capital supports shareholder distributions

Focus on strategy execution towards 2025 targets





1 Recent performance – laying a solid foundation for future growth

2 Sustainable growth – strategic evolution to 2025

3 Appendix

Notes: for footnotes refer to slides 25 and 26

Long-term

senior

unsecured

S&P Global Ratings

A1

А

BBB

Moody's Investors

Services

A1

A1

Baa1

Baa3

Ba2

P-1

Stable

	BBB-	BBB	-
	BB	BB+	-
	A-1	F1 ³	R-1 (low)
	Stable	Stable	Positive
Client & Creditor Overview			

Fitch Ratings

А

А

A-

Current ratings As of July 15, 2024

Preferred²

Non-preferred

Counterparty obligations (e.g. deposits / structured notes / derivatives / swaps /

trade finance obligations)

Tier 2

Additional Tier 1

Short-term

Outlook

/

Morningstar

DBRS

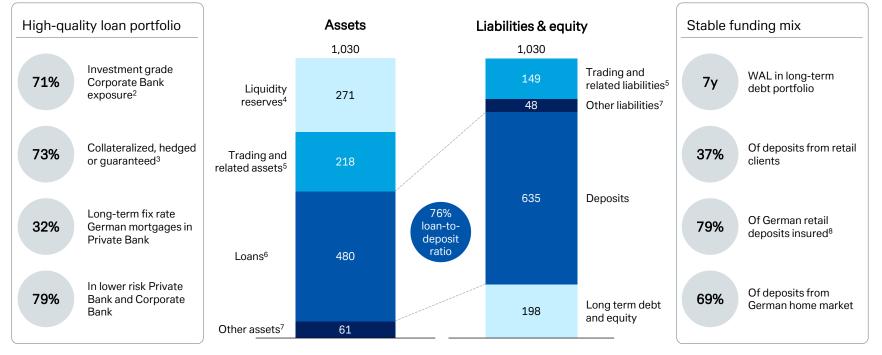
AA (low)

А

A (low)

Conservatively managed balance sheet Net¹ in € bn, as of March 31, 2024

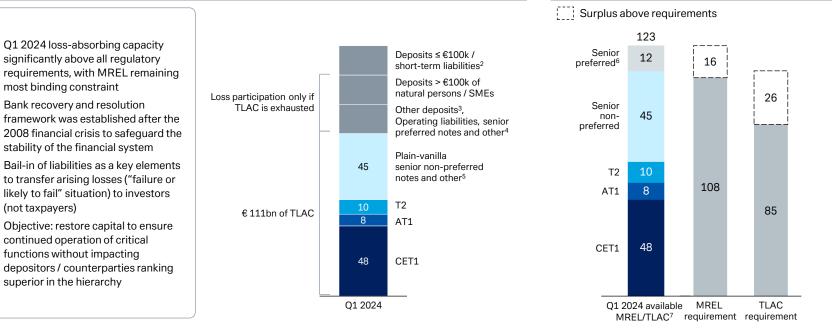




Significant amount of loss-absorbing capacity



€ 111bn TLAC stack¹

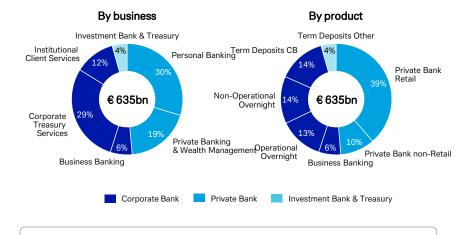


MREL/TLAC vs. requirements

Funding and liquidity As of March 31, 2024



Diversified deposit base



Strong liquidity



High-quality and well-diversified deposit portfolio across client segments and products with 69% in German home market

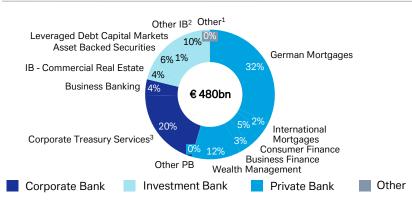
NSFR at 123% reflecting balance sheet strength

Note: LCR - liquidity coverage ratio; NSFR - net stable funding ratio

Loan book and CLP guidance As of March 31, 2024

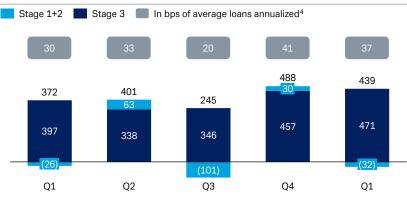


Well-diversified loan book



- 54% of loan portfolio in Private Bank, consisting of retail mortgages mainly in Personal Banking (Germany) and collateralized lending in Wealth Management & Private Banking
- 24% of loan portfolio in Corporate Bank, predominantly in Corporate Treasury Services
- > 21% of loan portfolio in Investment Bank, comprising well-secured, mainly asset backed loans, commercial real estate loans and collateralized financing

Provision for credit losses (in \in m)



- Q1 2024 provisions reduced quarter on quarter benefiting from moderate Stage 1+2 releases, driven by improved macroeconomic forecasts and model recalibration effects
- Stage 3 provisions remain elevated, driven by the CRE portfolio in the Investment Bank and the operational backlog in the Private Bank
- FY 2024 guidance unchanged at the higher end of 25-30bps range

Commercial Real Estate (CRE) 1 / 2

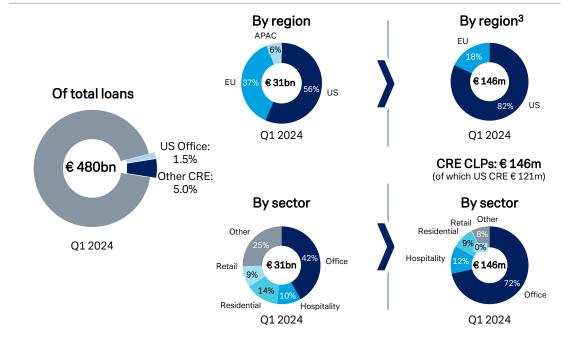


CRE non-recourse portfolio: € 38bn

Non-recourse € 38bn – 8% of total loans¹

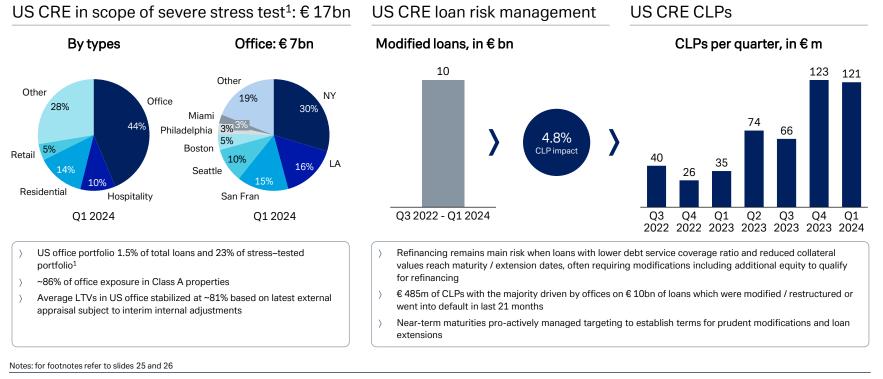
- CRE higher risk loans € 31bn 7% of total loans, weighted average LTV ~64%
 - > IB € 21bn weighted average LTV ~66%
 - > 61% US, focused on gateway cities; 28% in Europe, 11% APAC
 - > CB € 6bn weighted average LTV 54%
 - > 95% Europe, 5% US
 - > Other € 4bn weighted average LTV 68%
- Geographically diverse, well located institutional quality assets with high share of class A properties
- Stress testing to identify loans with elevated refinancing risk; pro-active engagement with borrowers to achieve balanced loan extensions
- Interest rate environment remains key driver for refinancing risk and potential CLPs in 2024, especially in office, with further drivers being ongoing sponsor support and expiring rental agreements

€ 31bn in scope of severe stress test²



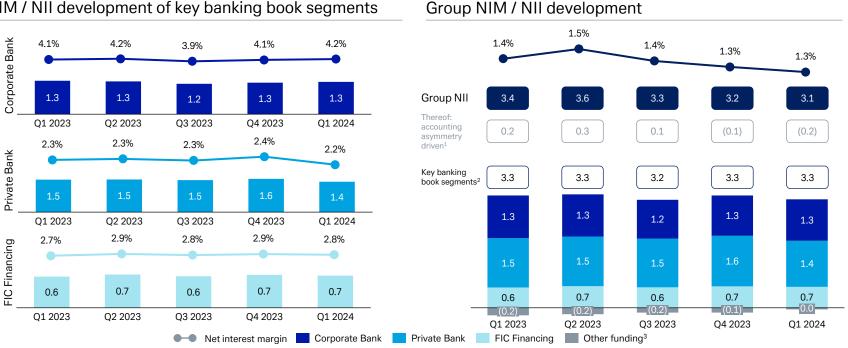
Commercial Real Estate (CRE) 2 / 2





Net interest income in line with guidance

In € bn, unless stated otherwise



NIM / NII development of key banking book segments

Group Trading Book Value-at-Risk (VaR) and stressed Value-at-Risk (sVaR)

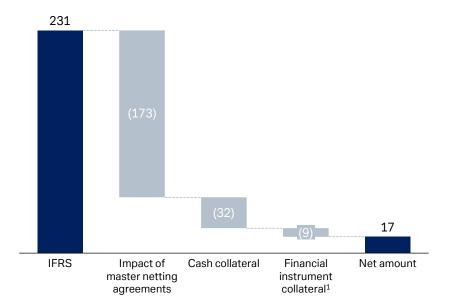
In € m, 99% confidence level, as of March 31, 2024

Trading P&L¹, VaR 400 160 300 Ø 124 Ø 174 200 Ø121 120 100 80 0 Ø 44 Ø 44 -100 Ø 34 Ø 34 40 -200 0 -300 -400 (40) -500 (80) -600 Q2 2023 Q3 2023 O4 2023² 01 2024 — 1-day VaR — 10-day sVaR 📃 Trading P&L Notes: for footnotes refer to slides 25 and 26

sVaR

Derivatives bridge Q1 2024, IFRS derivative trading assets and the impact of netting and collateral, in € bn





Key highlights

- Gross notional derivative exposure amounts are not exchanged and relate only to the reference amount of all contracts; it is no reflection of the credit or market risk run by a bank
- On DB's IFRS balance sheet, derivative trading assets are reported with their positive market values, representing the maximum exposure to credit risk prior to any credit enhancements
- Under IFRS accounting, the conditions to be met allowing for netting on the balance sheet are much stricter compared to US GAAP
- DB's reported IFRS derivative trading assets of € 231bn would fall to € 17bn on a net basis, after considering legally enforceable master netting agreements² in place and collateral received
- In addition, DB actively hedges its net derivatives trading exposure to further reduce the economic risk



Recent achievements

Sustainable Finance¹ volumes



Footnotes 1/2

Ζ

- Slide 1 A strong German bank with a broad global network
- 1. Market position in Germany based on the number of clients
- 2. Source: BVI, August 2023
- 3. Data as of 31.12.2022, will be updated following the publication of the Annual Report on March 14, 2024
- 4. Source: The Banker's Transaction Banking Awards 2023
- Source: Coalition Greenwich DB share of leading 12 global IB revenues as per DB product taxonomy FY 2022

Slide 3 – Disciplined execution of management agenda

 Throughout this presentation post-tax return on average tangible shareholders' equity (RoTE) is calculated on net income after AT1 coupons as defined on slide 24; Group average tangible shareholders' equity: Q1 2024: € 58.5bn, Q1 2023: € 56.6bn, FY 2023: € 56.6bn, FY 2022: € 53.7bn; Group post-tax return on average shareholders' equity (RoE) Q1 2024: 7.8%

Slide 7 – Rating upgrades confirm transformation achievements

 The Issuer Credit Rating (ICR) is S&P's view on an obligor's overall creditworthiness. It does not apply to any specific financial obligation, as it does not take into account the nature of and provisions of the obligation, its standing in bankruptcy or liquidation, statutory preferences, or the legality and enforceability of the obligation

Slide 9 - Revenues growth target of 5.5-6.5%

- 1. Outperformance until 2025 vs. March 2022 IDD
- 2. Source: Dealogic
- 3. The outperformance ratio is defined as the AuM of all funds and mandates of DWS that outperformed their benchmark over the respective period divided by the AuM of all funds and mandates that have a benchmark assigned and performance data available; for details refer to Q1 2024 DWS presentation, which is published on DWS website at group.dws.com/ir/reports-and-events/financial-results/

Slide 11 – 2025 financial targets and capital objectives

1. € 8bn anticipated cumulative payout in respect of FY 2021-2025 (including distributions in respect of 2025, payable in 2026) subject to meeting strategic targets and German corporate law requirements, AGM authorization and regulatory approvals

Slide 14 - Current ratings

- The Issuer Credit Rating (ICR) is S&P's view on an obligor's overall creditworthiness; it does not apply to any specific financial obligation, as it does not take into account the nature of and provisions of the obligation, its standing in bankruptcy or liquidation, statutory preferences, or the legality and enforceability of the obligation
- 2. Defined as senior unsecured debt rating at Moody's and S&P, as preferred senior debt rating at Fitch and as senior debt at DBRS
- 3. Short-term preferred senior unsecured debt/deposits rating

Slide 15 - Conservatively managed balance sheet

- Net balance sheet of € 1,030bn is defined as IFRS balance sheet (€ 1,331bn) adjusted to reflect the funding required after recognizing legal netting agreements (€ 176bn), cash collateral received (€ 32bn) and paid (€ 21bn) and offsetting pending settlement balances (€ 71bn)
- 2. Based on internal rating bands
- 3. Includes hedges for undrawn loan exposure
- 4. High-quality liquid assets (HQLA), and other unencumbered central bank-eligible liquid securities; liquidity reserves comprise of total stock of HQLA including assets subject to transfer restrictions and other central bank eligible securities
- 5. Trading and related assets along with similar liabilities, includes debt and equity securities (excluding highly liquid securities), derivatives, repos, securities borrowed and lent, debt securities at amortized cost, brokerage receivables and payables, and loans measured at fair value
- 6. Loans at amortized cost, gross of allowances
- 7. Other assets include goodwill and other intangible, property and equipment, tax assets, cash and equivalents which are not part of liquidity reserve and other receivables. Other liabilities include accrued expenses, investment contract liabilities, financial liabilities designated at fair value through P&L excluding those included in trading and related liabilities
- 8. Insured deposits refers to balances insured via statutory protection schemes

Footnotes 2/2



Slide 16 - Significant amount of loss-absorbing capacity

- 1. Total loss-absorbing capacity (TLAC) is the amount of equity and bail-in debt available to absorb losses in order to protect counterparties and depositors
- 2. Insured deposits and deposits by credit institutions and investment firms with original maturity <7 days are excluded from bail-in
- 3. Deposits >€ 100k of large caps, all remaining deposits of financial institutions and the public sector
- 4. Other includes structured notes money market instruments and LOC's
- 5. Other includes Schuldscheine >1 year (unless qualified as preferred deposits)
- 6. Plain vanilla instruments and structured notes eligible for MREL
- Includes adjustments to regulatory Tier 2 capital; available TLAC/subordinated MREL does not include senior preferred debt

Slide 18 - Loan book and CLP guidance

- 1. Mainly includes Corporate & Other and Institutional Client Services in the Corporate Bank
- 2. Other businesses with exposure less than 3.5% each
- 3. Includes Strategic Corporate Lending
- Quarterly provision for credit losses annualized as basis points of average loans gross of allowance at amortized cost

Slide 19 - Commercial Real Estate (CRE) 1/2

- 1. Based on Deutsche Bank's definition of non-recourse CRE loans as detailed in FY 2023 Annual Report
- Bespoke internal stress testing scenario on the bank's € 31bn higher-risk non-recourse CRE portfolio, including US CRE
- CLP of € 146m includes € 1m release in APAC, which is not reflected on the chart, but included in the total CLP amount

Slide 20 - Commercial Real Estate (CRE) 2/2

 Bespoke internal stress testing scenario on the bank's € 31bn higher-risk non-recourse CRE portfolio, including US CRE

Slide 21 – Net interest income in line with guidance

- Accounting asymmetry arises as a result of funding costs for trading P&L or fair value revenue on certain hedges for accrual positions not hedge accounted; the accounting asymmetry driven NII is defined as the net interest income reported in the investment bank, Asset Management and C&O not specifically noted in the key banking book segments or other funding costs whose movements are materially driven by this asymmetry
- 2. Totals include Other funding
- 3. NII from Treasury funding and hedging activity not allocated to key banking book segments

Slide 22 - Group Trading Book Value-at-Risk (VaR) and stressed Value-at-Risk (sVaR)

- 1. Defined as actual income of trading units
- Data corrected to account for attributes incorrectly included in the Q4 2023 publication, but consistent with Annual Report 2023 disclosure

Slide 23 – Derivatives Bridge

- 1. Excludes real estate and other non-financial instrument collateral
- Master netting agreements allow counterparties with multiple derivative contracts to settle through a single payment

Slide 24 - Sustainability

1. Cumulative figures include sustainable financing and investment activities as defined in DB's Sustainable Finance Framework and related documents, which are published on our website

Contacts and key additional materials



Investor Relations contact details

Deutsche Bank AG Investor Relations Team Tel: +49.69.910-8000 db.ir@db.com Links to key investor presentations:

- Q1 2024 results (25 April 2024): Deutsche-Bank-Q1-2024-Presentation.pdf (db.com)
- Annual Report 2023 (14 March 2024): <u>Annual-Report-2023.pdf (db.com)</u>
- Investor Deep Dive (10 March 2022): Investor Deep Dive 2022 – Deutsche Bank (db.com)
- Sustainability Deep Dive (2 March 2023):
 Sustainability Deep Dive 2023 Deutsche Bank (db.com)

Cautionary statements



Forward-looking 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 14 March 2024 under the heading "Risk Factors." Copies of this document are readily available upon request or can be downloaded from <u>investor-relations.db.com</u>

Non-IFRS financial measures

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 Q1 2024 Financial Data Supplement, which is accompanying this presentation and available at <u>investor-relations.db.com</u>

EU carve out

Results are prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board ("IASB") and endorsed by the European Union ("EU"), including application of portfolio fair value hedge accounting for non-maturing deposits and fixed rate mortgages with pre-payment options (the "EU carve-out"). Fair value hedge accounting under the EU carve-out is employed to minimize the accounting exposure to both positive and negative moves in interest rates in each tenor bucket thereby reducing the volatility of reported revenue from Treasury activities. For the three-month period ended March 31, 2024, application of the EU carve-out had a positive impact of \in 403 million on profit before taxes and of \notin 287 million on profit. For the same time period in 2023, the application of the EU carve-out had a negative impact of \notin 97 million on profit before taxes and of \notin 70 million on profit. The Group's regulatory capital and ratios thereof are also reported on the basis of the EU carve-out version of IAS 39. As of March 31, 2024, the application of the EU carve-out had a negative impact of a positive impact of about 2 basis points as of March 31, 2023. In any given period, the net effect of the EU carve-out can be positive or negative, depending on the fair market value changes in the positions being hedged and the hedging instruments

ESG Classification

We defined our sustainable financing and ESG investment activities in the "Sustainable Finance Framework – Deutsche Bank Group" which is available at <u>investor-relations.db.com</u>. Given the cumulative definition of our target, in cases where validation against the Framework cannot be completed before the end of the reporting quarter, volumes are disclosed upon completion of the validation in subsequent quarters.

In Asset Management, DWS introduced its ESG Product Classification Framework ("ESG Framework") in 2021 taking into account relevant legislation (including Regulation (EU) 2019/2088 – SFDR), market standards and internal developments. The ESG Framework is further described in the Annual report 2021 of DWS under the heading "Our Product Suite – Key Highlights / ESG Product Classification Framework" which is available at group.dws.com/ir/reports-and-events/annual-report/. There is no change in the ESG Framework in Q1 2024. DWS will continue to develop and refine its ESG Framework in accordance with evolving regulation and market practice