



Sustainability at Deutsche Bank

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Passion to Perform



1 Sustainability Approach

2 Governance & Effective Controls

3 Risk Management & Sustainability in the Core Business

4 Further Information (Appendix)

Starting point



Sustainability reconnects the bank with its stakeholders

Risk Management

— Sustainability limits financial and reputational risks

Opportunity

— Sustainability creates opportunities

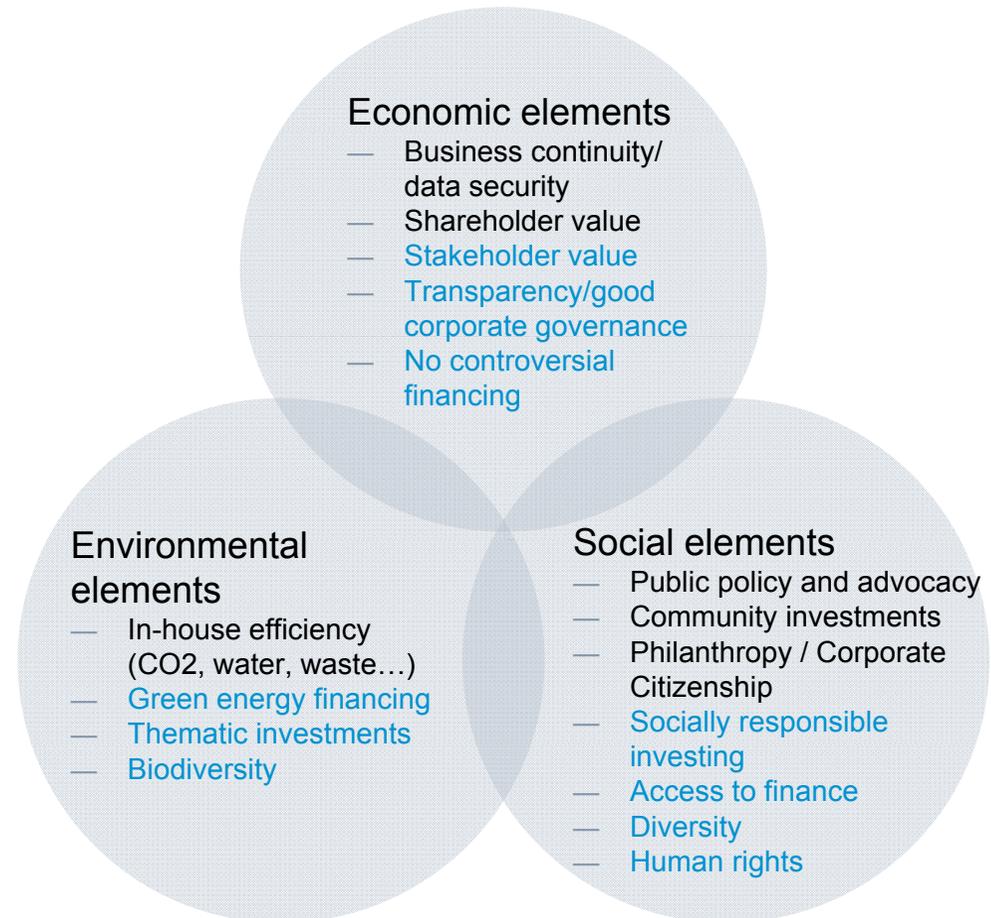
Transparency

— Sustainability opens up the dialog

Sustainability is not ...

- a “fad”
It is here to stay
- an NGO appeaser
It is relevant to all stakeholders
- about social projects and philanthropy
It is the way of doing business
- public relations
It is committed to credible and transparent reporting

Source: Ernst & Young “Climate change and sustainability” 2011



Traditional sustainability issues („social value“)

New and emerging sustainability topics („shared value“)



Sustainability milestones 2013

- ▶ Conducted 180 anti-fraud, anti-bribery and anti-corruption risk assessment workshops across all major hubs, which will enhance our fraud, bribery and corruption risk management framework
- ▶ The Supervisory Board intensified its oversight of ethics through the creation of an Integrity Committee
- ▶ Continued to develop our Environmental and Social Reputational Risk Framework, e.g. through developing new guidance on increased due diligence of any potential transaction involving fracking technology for extracting shale gas
- ▶ Introduced the Fair Share™ principle, which requires our advisors to offer solutions that benefit customers and shareholders equally
- ▶ Created an ESG Head Office to coordinate, develop and strengthen our ESG investment capabilities and implement a new ESG strategy across our entire asset and wealth management platform
- ▶ Integrated environmental, social and governance (ESG) criteria in EUR 5.1 bn of assets managed by Deutsche Asset and Wealth Management
- ▶ Worked with other financial institutions to create the Green Bond Principles, a voluntary framework and standard disclosures ensuring transparency and integrity
- ▶ Continued constructive discussions with civil society, e.g. hosted the eighth NGO forum *Bankendialog* – topics discussed at the forum included the approaches banks take to analyzing the potential environmental impacts of client activities
- ▶ Positioning in upper 10% of most sustainability ratings (e.g. Dow Jones Sustainability Index, FTSE4Good)

Risk
Management

Opportunity

Transparency



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Holistic risk management and governance approach

External commitments

- UN Guiding Principles on Business and Human Rights
- UNEP-FI Declaration of Sustainable Development
- Principles for Responsible Investment (PRI)
- World Bank standards
- IFC Performance Standards
- Oslo Convention on Cluster Munitions
- Roundtable on Sustainable Palm Oil
- German Corporate Governance Code
- International Labor Organization standards
- OECD Guidelines for Multinational Enterprises
- Principles of the UN Global Compact
- Wolfsberg Principles
- Transparency International's Corruption Perceptions Index
- Financial Action Task Force on Money Laundering
- German Sustainability Code
- ISO 14001

Environmental aspects

Social aspects

Governance aspects

Internal guidelines

- Corporate Governance/Human Resources
 - Code of Business Conduct and Ethics
 - Policies and standards
- Risk Management
 - Environmental and Social Reputational Risk Framework
 - Credit Directives addressing environmental issues, embargoes & related restrictions, betting & gambling, defence equipment, pornography
- Compliance/Anti-Money Laundering
 - Global Compliance Core Principles
 - Anti-Money Laundering Policy
 - New Client Adoption
 - Reputation Risk Policy
- Corporate Development
 - Acquisition and Due Diligence Standards
- Global Sourcing
 - Global Sourcing Policy
 - Travel Policy

Our [commitment to international standards](#) and initiatives is an integral part of our [internal policy framework](#).

Our Code of Business Conduct and Ethics as well as our policies and guidelines reflect our [commitment](#) to a wide range of [external standards, principles and initiatives](#).



Broad culture change program irreversibly initiated



	Then	Now
Education/ training focus on compliance	Broad training program, reminders for non-completion	Non-completion impacts pay and promotion
Compensation	Deferral: 3 years max; limited clawbacks	Deferral: 5 years max; strengthened clawbacks
Performance review	Business, Franchise & People impact	Values & Beliefs drive promotion and compensation
Responsibility for controls	Compliance department with front office support	Strengthened three lines of defense with front office risk management responsibility
Governance	Informal structures in many places	Focus on well-documented lines of authority and responsibilities
Product approval	Decentralized processes	Strong central framework and oversight

Renewed values and beliefs cascaded systematically throughout the bank



Culture: 2013 a year of fundamental progress

2013 Foundations firmly established		2014/2015 roadmap
Listen	 <ul style="list-style-type: none"> — Feedback from 52,000 staff collected — Independent Compensation Review Panel 	Embed values & beliefs in core systems and processes Turn values & beliefs into business performance Monitor and measure behavioral change and mindset shift
Lead	 <ul style="list-style-type: none"> — Defined new values & beliefs — Extended deferral of compensation vesting for senior management — Defined responsibility of top 250 leaders 	
Engage	 <ul style="list-style-type: none"> — Cascaded values & beliefs – GEC interacted with 11,000 staff, 50 “Townhall” events — 94% staff awareness after 12 weeks — >300 German MDs attending culture sessions at IW Academy in Cologne 	
Measure & Reinforce	 <ul style="list-style-type: none"> — Launched EUR >1 bn⁽¹⁾ investment to establish more robust controls and comply with regulation — Incorporated consequence management into compensation processes 	

(1) FY 2013 – FY 2015



2013: Values and beliefs launched after extensive discussion and reflection

Our values	Integrity	Sustainable Performance	Client Centricity	Innovation	Discipline	Partnership
Our beliefs	— We live by the highest standard of integrity in everything we say and do	— We drive value for shareholders by putting long-term success over short term gain	— We earn our clients' trust by placing them at the core of our organization	— We foster innovation by valuing intellectual curiosity in our people	— We protect the firm's resources by always thinking and acting like owners	— We build diverse teams to generate better ideas and reach more balanced decisions
	— We will do what is right – not just what is allowed	— We encourage entrepreneurial spirit which responsibly balances risks and returns	— We deliver true value by understanding and serving our clients' needs best	— We enable our clients' success by constantly seeking suitable solutions to their problems	— We live by the rules and hold ourselves accountable to deliver on our promises – no excuses	— We put the common goals of the firm before 'silo' loyalty by trusting, respecting and working with each other
	— We communicate openly; we invite, provide and respect challenging views	— We pursue lasting performance by developing, nurturing and investing in the best talent, and by managing based on merit	— We strive to pursue mutually beneficial client relationships in which the value created is shared fairly	— We continuously improve our processes and platforms by embracing new and better ways of doing things	— We achieve operational excellence by striving to 'get it right the first time'	— We act as responsible partners with all our stakeholders and regulators, and in serving the wider interests of society

Dedicated Risk Culture Program



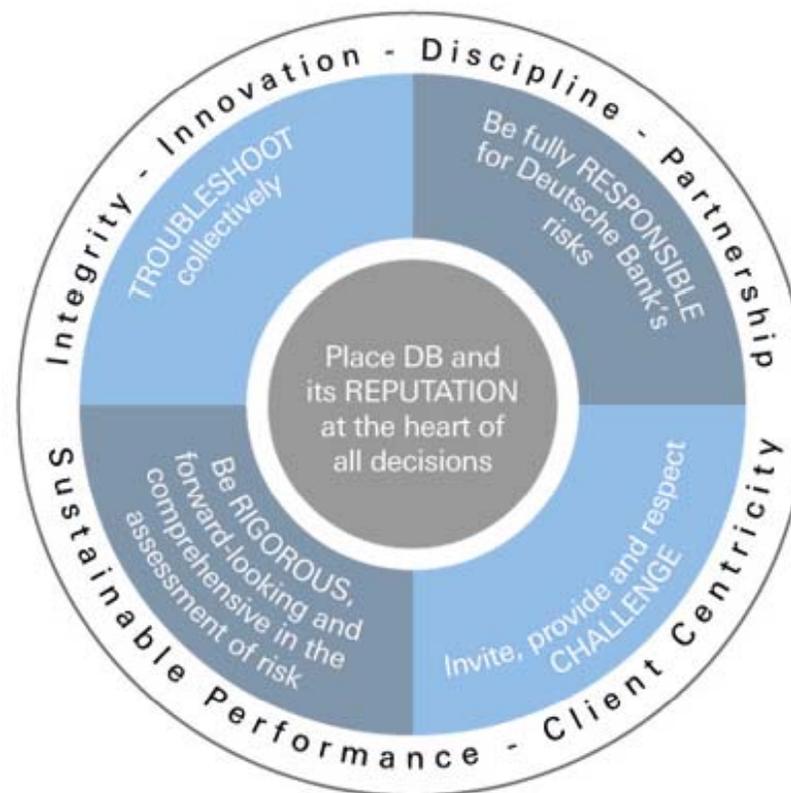
Overview

- A Bank-wide Risk Culture program was launched in 2010 in order to embed a strong Risk Culture across the organisation.
- Risk Culture is an important aspect of the Bank's culture and is a significant focus of the bank's regulators. Specifically, Risk Culture refers to:
 - Employees' attitudes towards and awareness of risk in their everyday business across the Bank
 - The strength of the Bank's overall risk management framework, as well as associated processes and policies, and relevant governance structures

Through targeted initiatives, the program aims to:

- Define and embed a set of Risk Culture behaviours which align closely to the Bank's Values and Beliefs
- Raise employees' awareness and understanding of the types of risk faced by our business
- Enable the monitoring of risk-related behaviours, better linking behaviours to the Bank's performance management process
- Identify and support the implementation of potential enhancements to the Bank's risk management framework and relevant processes

Five Risk Culture behaviours ...



The Bank's Values and Beliefs validate the Risk Culture behaviours



Targeted initiatives help embed a strong risk culture

Comprehensive Training

- Comprehensive mandatory [Risk Culture training](#) curriculum introduced in 2010
- [450,090 enrolments](#) across 7 mandatory Risk Culture courses since launch
- Courses include Risk Awareness, MaRisk, New Product Approval, as well as Code of Conduct and Business Ethics
- New course introduced in 2014: ‘Tone from the Top’
- Tailored training provided to graduates and promotees
- Risk Culture topic [integrated into new joiner onboarding](#)

Governance and processes

- Integrated expected behaviours into [Bank’s Policies and Guidelines](#), including Code of Conduct and Business Ethics
- Established common [New Product & Transaction Approval Process](#) and other transaction review forums
- Updated [Whistleblower policy](#) and introduced training for managers

Communications and Engagement

- Highly visible messages at Group and divisional level ensure [employee awareness](#) of the Bank’s risk culture standards
- Consistent [senior messages](#) set the ‘Tone from the Top’
- Tangible case studies highlight what it means to ‘do the right thing’
- Use of multiple channels ensures maximum reach and engagement (videos, posters, staff magazines, townhalls, newsletters, etc.)

Compensation Framework

- Established a clear link between behaviour and compensation through [Red Flags process](#)
- Red Flags currently live in 8 divisions/functions, with further roll-outs planned
- Ongoing work to further align reward-related processes across the Bank (financial and non-financial reward)



Ensuring strong governance

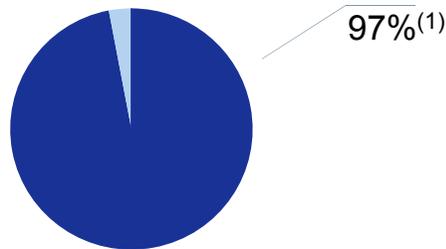
- Consistently enhanced **anti-money laundering (AML)** function:
 - Strengthened **anti-fraud, anti-bribery** and **anti-corruption** program enhanced policies, procedures and controls
 - Approx. 180 risk assessment workshops rolled out across all major hubs
- Compliance with local and international **anti-corruption & anti-bribery** laws in addition to anti-corruption policies.
- **Know-Your-Customer (KYC)** policies cover a framework for assessing potential risks related to new adoptions & existing clients.
- **New product approval (NPA)** processes apply to all product offerings

“We are spending EUR 1 bn to reinforce our systems and controls and adapt these to changes in regulation by 2015. We significantly strengthened our compliance department, adding some 200 people in 2013 and with plans to hire a similar number in 2014.”

Jürgen Fitschen
Co-Chairman of the Management Board,
January 2014

Training to reinforce our standards

Employees with completed Compliance, Financial Crime & Risk Culture trainings



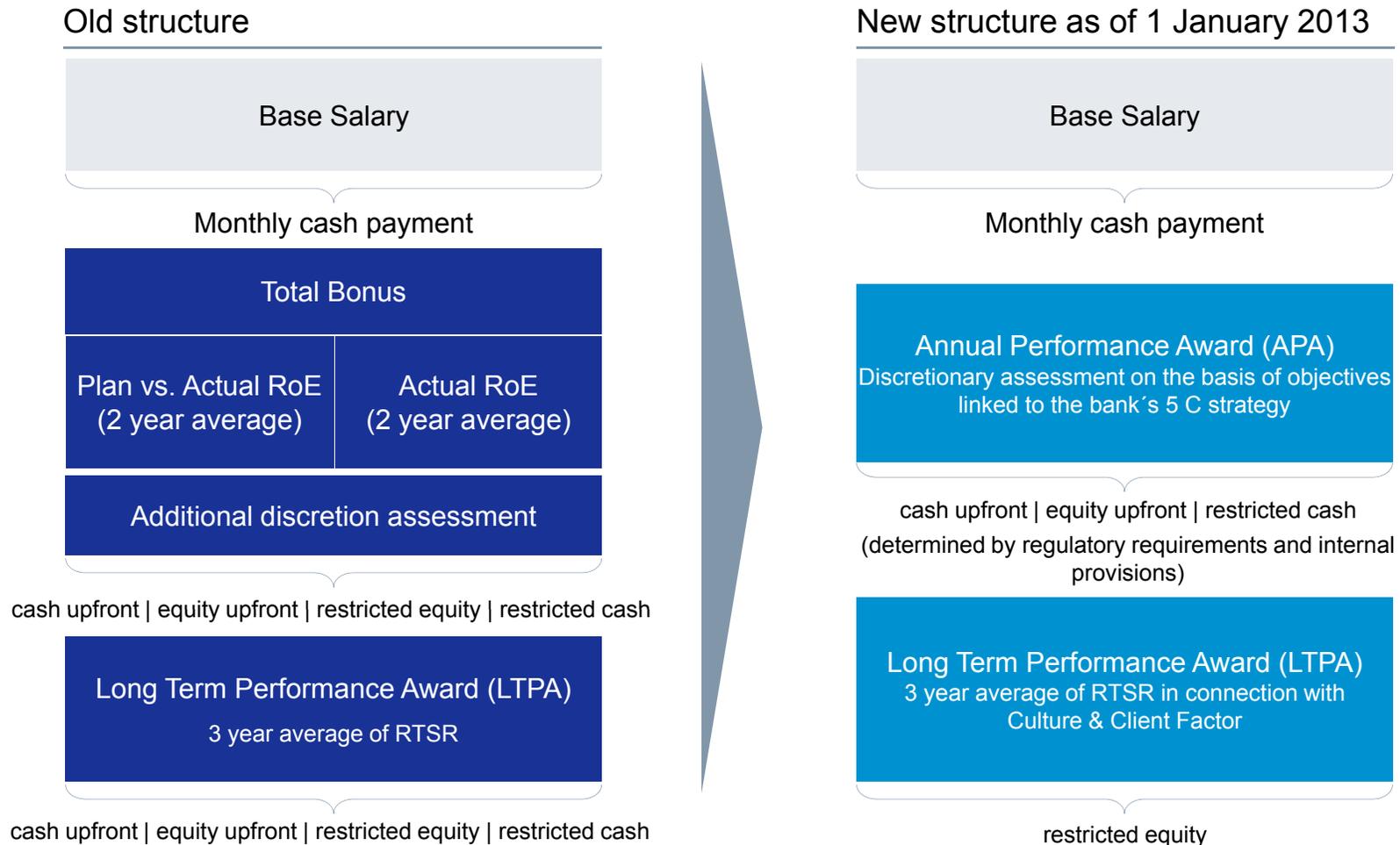
(1) Based on 85,696 employees within scope of trainings.

2013:

- 83,223 staff across 70 countries completed 300,000 training assignments in ten languages
- **Key courses** addressing ethics and integrity issues in 2013:
 - Compliance Essentials,
 - Anti-Money Laundering,
 - Risk Culture,
 - Supervision,
 - Code of Business Conduct and Ethics,
 - Tone from the Top, and
 - Market Conduct.



Board compensation: Transparent compensation structure implemented in 2013





Board compensation: Annual & Long-term Performance Award

Components and assessment approach

	Relevant KPIs	Weight
Annual Performance Award (APA) Discretionary assessment by the Supervisory Board based on a informed judgment on pre-defined factors – e.g. actual value delivered, peer comparison, prior-year values etc.	3 Financial KPIs Common Equity Tier 1 ratio and Leverage ratio (Capital), CIR (Costs), Value-added (Competencies)	3 x 15%
	1 Culture KPI Employee Commitment Index & Reputational Index	1 x 15%
	Selective Quantitative KPI Capital, Costs or Competencies	1 x 15%
	Selective Qualitative KPI Culture or Clients	1 x 15%
	Discretionary assessment by the Supervisory Board	1 x 10%
Long-term Performance Award (LTPA) Deterministic assessment	Relative Total Shareholder Return	2/3
	Culture & Client Factor – Net Promoter Score (Scoring model: „Below average“ – „Average“ – „Good“ – „Excellent“)	1/3

Source: „Basic Principles of the new Compensation System for Management Board Members”



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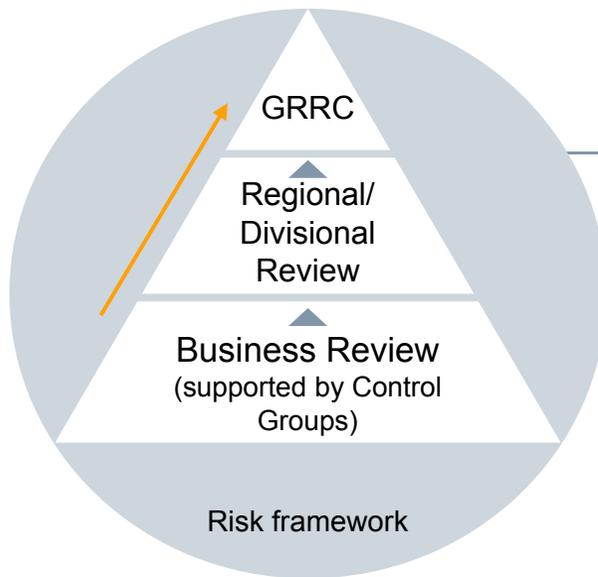
4 Further Information (Appendix)



Managing reputational risks

Risk escalation process

Operating responsibly means weighing the risks against the value created



Group Reputational Risk Committee

Regular meetings
Discussions concerning escalated reputational risks
Final decision concerning transaction

Regional/divisional reputational risk committees

Deciding on reputational risks regarding each transaction brought to their attention
Ongoing monitoring and review of identified reputational risk issues

Business divisions

Identifying reputational risk issues and escalating as appropriate.
The [guide](#) for businesses access risks includes questions such as:

- Is there any negative market intelligence relating to this client, the client's management team or principals?
 - Could the transaction be viewed as having no valid business purpose or economic substance?
 - Could the transaction be viewed by some as promoting activities considered contrary to the "public good"?
 - Are there any non-standard terms, or terms inconsistent with market norms?
 - Does the transaction raise any actual or potential conflicts of interest?
 - Does this transaction pose any significant environmental, health or safety risks?
- If reputational risks have been identified, a further evaluation is required with more senior-level input.
- Control Groups (Legal, Risk, Compliance, Group Sustainability etc.) → [assist and advise](#) in ascertaining that risks have been appropriately [identified, escalated and addressed](#).



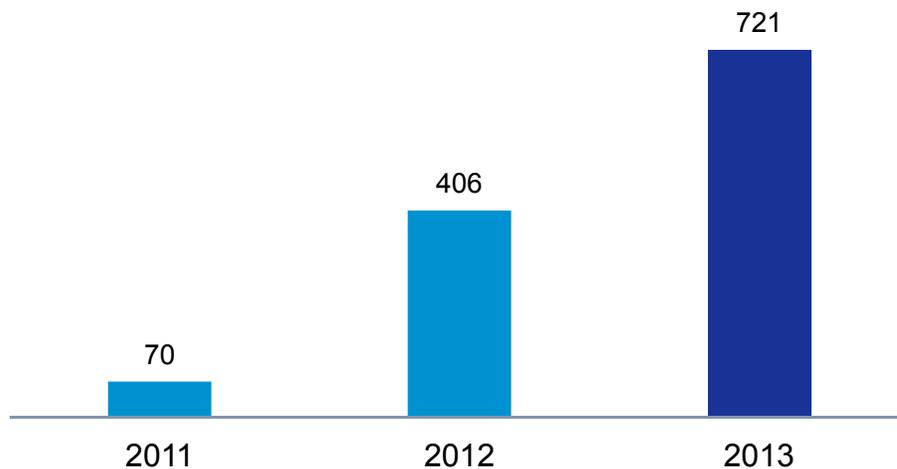
Environmental and Social Reputational Risk Framework

Increased number of transactions reviewed

- The Environmental and Social Reputational Risk Framework ([ES Risk Framework](#)) requires environmental and social due diligence
- Set of Environmental and Social Impact Assessment Guidelines help [business units](#) to [identify ES risks](#).
- Special attention to controversial sectors (i.e. extractive industry, utilities, agriculture, and defense).
- In 2013, the number of transactions reviewed under the ES Risk Framework [increased by a further 78%](#) as compared to 2012.
→ Increased awareness of these risks within business units

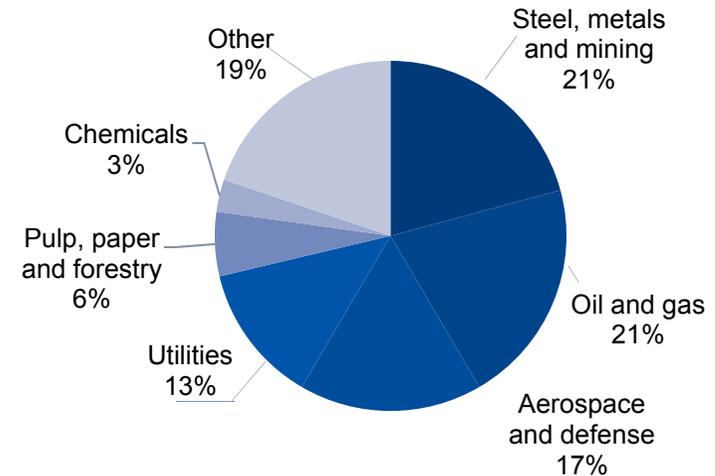
Reputational risk escalation

Number of escalated transactions



ES Risk Framework

Reviewed transactions per sector





Environmental and Social Reputational Risk Framework

Key positions on sensitive topics

Cluster munitions	<ul style="list-style-type: none">— Group Policy on Cluster Munitions put into practice in 2012.— Policy prohibits business with conglomerates that manufacture or distribute cluster munitions, including key components, banned under the Oslo Convention on Cluster Munitions.
Commodities	<ul style="list-style-type: none">— Dialogue with stakeholders about perceived link between investment in financial products, rising food prices and hunger.— After evaluating numerous studies on the matter, DB's Management Board decided to continue to offer investor products based on agricultural staples.
Palm oil	<ul style="list-style-type: none">— Illegal logging and destruction of natural forest associated with palm oil production remain an issue of public concern.— DB introduced a principle-based guidance paper for transactions with palm oil-related clients.
Nuclear power	<ul style="list-style-type: none">— Nuclear power = important low-carbon transitional energy source → DB will continue to support transactions in the nuclear sector, but apply strict criteria.— Internal guideline defines country- and project-specific criteria that must be considered before transaction approval.
Human rights	<ul style="list-style-type: none">— Human rights considerations are integrated in the due diligence processes required by the ES Risk Framework.— DB joined a combined initiative with other banks to develop a guidance for the implementation of Ruggie's "Protect, Respect and Remedy" Framework for Business and Human Rights" (The Thun Group)
Hydro power	<ul style="list-style-type: none">— Potential adverse environmental and social impacts evaluated through ES Risk Framework.— Check project background, developers and financial institutions involved to ensure appropriate sustainability standards are in place.
Fracking	<ul style="list-style-type: none">— Potentially high negative environmental impact. Despite low activities in Germany and the EU, high public concerns. Group Reputations Risk Committee decision: Intense due diligence process for companies involved in fracking.



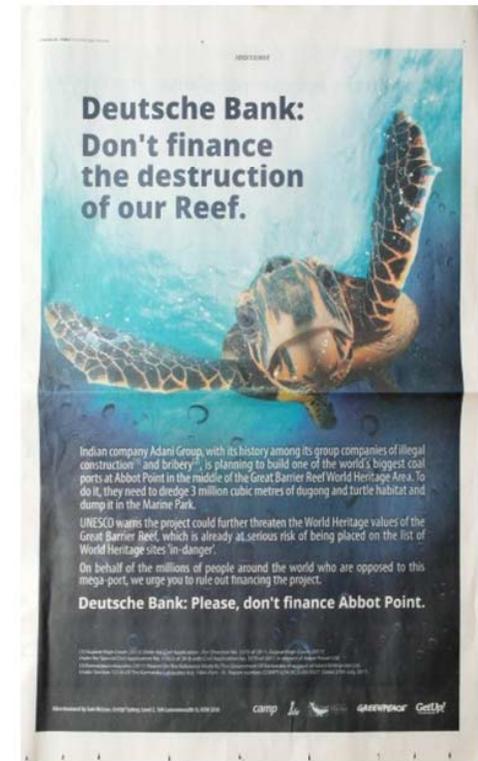
Environmental and Social Reputational Risk Framework

Implementation in core business

May 2014: campaign by several NGOs asserts that Deutsche Bank is most likely to finance expansion at Abbot Point due to an **alleged** financing of a prior expansion.

Facts:

- Deutsche Bank's only involvement with Abbot Point was as one of three banks that helped the leaseholder to refinance their lease on the 30-year-old terminal owned and previously operated by the Queensland government in 2013.
- Deutsche Bank's **Environmental and Social Reputational Risk Framework** (ES Framework) requires environmental and social due diligence as an integral part of the approval process for doing business. → This process needs to be followed also for transactions in the extractive industry and infrastructure. It employs sector-specific guidelines that also help identify appropriate mitigation actions where possible.
- A Deutsche Bank policy **regulates the procedures for transactions** in connection with activities in or near World Heritage Sites.
 - According to this policy, Deutsche Bank does not support activities unless there is consensus between the government and UNESCO that the planned activities do not place the outstanding universal value of the site at risk.



Note: NGO add at Financial Times, May 20 2014



Managing assets for our clients

Establishing an ESG strategy

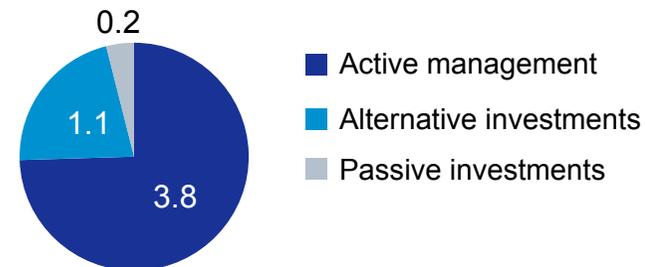
- Establishment of **ESG Head Office** in DeAWM in 2013
- Responsible for **coordination, development and strengthening** of ESG investment capabilities across the platform
- Implementation of a **new ESG strategy**
- Strategy defined by three pillars:
 - I. Risk Management → produce in-depth ESG research to support investment decisions and to reduce investment and business risks.
 - II. Governance → roll out consistent ESG policies and procedures for all asset and wealth management to ensure that all employees are aware of available information and comply with processes.
 - III. Value creation → identify existing product gaps and develop new, responsible products and services.

ESG research process

- ESG research partners provide data and detailed reports on **more than 4000 listed companies** and **130 countries**
- A specialist research firm provides carbon-specific data on approx. 2500 companies worldwide
- Access to ESG rating and CO₂ data for all equity and bond analysts and portfolio managers through internal investment portal

ESG assets under management

In EUR bn



Deutsche Bank managed and advised on **EUR 5.1 bn** assets focused on ESG criteria and themes



Business with retail clients (1)

Advising clients responsibly

DB Group
Mission
Statement

+

PBC
Common
Essentials



- ... are the nucleus of the **PBC Product Code**
 - We create long-term value in PBC for our clients and our company.
 - Our clients can rely on our products to comply with our ethical principles. Responsible advisory to us means that we only offer such products. For this reason, our products are **continuously being reviewed**.
 - We are a trusted partner for our clients and society.
- ... are basis for the **PBC Product Principles**:
 - Our products are part of the real economy.
 - Our products serve the individual, without harming the general public.
 - Our products are transparent and understandable.
 - As a result, our products create benefits.
- We will **not actively offer and provide** advice on products that do not fulfill these principles.

Exclusion criteria for active product offering in...

- Investments
- Credit Products
- Old Age Provisions
- Deposits & Payments
- Speculating on the scarcity of food commodities or short-term bottlenecks in commodities
- Wagers on death, illness, invalidity or insolvency
- Production and sales of nuclear weapons, cluster munitions and land mines
- Fostering or use of child labor
- Criminal activities (e.g. drugs, money-laundering, corruption)
- Violations of human rights

General understanding leads to focused approach regarding changing environment...

PBC currently applies product principles to all investment, credit and pension planning products. In the future, the Product Principles should **apply to all product categories** and also become the basis for **advisory** and **service standards**.



Business with retail clients (2)

Measuring performance for clients

- Creating value for clients as well as shareholders is essential to responsible banking
 - This is at the core of the [FairShare™ principle](#)
- Anchored in private and business client division since 2012
- The FairShare™ principle reflects the culmination of developments since 2008 to foster a [client-centric approach](#).
Developments include:
 - transparent [product information sheets](#)
 - software to help sales staff meet our [quality standards](#) and
 - a broader [Responsible Banking Initiative](#).

In 2013, introduction of new key performance indicators (KPIs) to [measure the value creation for our clients](#) within the FairShare™ principle:

- Net new acquisition client volume:
We measure the development of our [performance-adjusted client volume](#).
We believe that only satisfied clients will recommend us to others or expand their banking relationship with us.
- Client quality index:
We take into consideration the results of (I) [client satisfaction surveys](#), (II) [mystery shopping](#) and (III) [personal feedback](#) from clients who are contacted by phone after an advisory meeting that resulted in a transaction.
- Client performance:
We compare the development of client portfolios with results from model allocations, taking into consideration our clients' investment goals and risk appetite.

Around 410,000 clients participated in the [client satisfaction survey 2013](#)
The survey shows:

- Perception of services
- Client loyalty
 - increase from 67.0 to 68.4 points
- Quality of advice
 - increase from 68.7 to 70.7 points



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Sustainability in DB's business with corporations

Fostering the transition to low-carbon growth

Investors, companies and governments are increasingly acting on environmental issues e.g. climate change.

- Set up of renewable energy targets & feed-in tariffs
- Over 40 national and 20 sub-national jurisdictions covering 20% of global emissions have either implemented /are considering mechanisms that price carbon emissions
- EU proposed changes to its carbon market as well as a 2030 emissions reduction target to address the oversupply in carbon allowances caused by the recession
 - actions are not yet sufficient to reduce the risks of climate change
- Investors with nearly USD 3 tr AuM wrote to major oil and gas companies, citing concerns about the viability of current capital expenditure plans, potential stranded asset risk and risk exposure to the physical impacts of climate change⁽¹⁾



Green Bonds

- Raise funds for projects that benefit the environment
- Fast-developing addition to the fixed income markets

Green Bond Principles

- Create a common, voluntary framework and standard disclosures and support transparency and integrity
 - will help this market to develop
- Provide guidance to issuers on the necessary components for a Green Bond, including:
 - Project selection process
 - Use and management of proceeds
 - Reporting requirements

DB Involvement

- Supported the development of Green Bond Principles in 2013
- Lead manager for one of the first Green Bonds, supporting the EIB in raising CHF 350 m for renewable energy efficiency projects
- Joint bookrunner for Unibail-Rodamco, a European commercial property company, which raised a EUR 750 m, ten-year Green Bond
- Sole structuring agent and book runner for a USD 104 m PACE bond in California - the first securitization of loans for residential energy

(1) Climate Strategies, World Bank, European Commission, International Energy Agency and Ceres



Sustainability in DB's business with corporations

Green Bond Principles

The Green Bond Principles (GBP) ...

- create a common, voluntary framework and standard disclosures,
- support transparency and integrity for investors in this rapidly growing market, and
- will help this market to develop
- currently focus on four types of bonds:
(I) Green Use of Proceeds Bond, (II) Green Use of Proceeds Revenue Bond, (III) Green Project Bond, (IV) Green Securitised Bond

The principles provide guidance to issuers on the necessary components for a Green Bond, including:

1. Use of proceeds	2. Process for project evaluation and selection	3. Management of proceeds	4. Reporting
<ul style="list-style-type: none">— The issuer should declare the eligible Green Project categories— The GBP recognize several categories of potential eligible Green Projects e.g.<ul style="list-style-type: none">— Renewable energy,— Sustainable waste mgmt,— Clean transportation,— Biodiversity conservation— Sustainable land use (incl. sustainable forestry & agriculture)	<ul style="list-style-type: none">— The issuer should outline the investment decision-making process it follows to determine the eligibility of an individual investment within the issuers' stated eligible Green Project categories	<ul style="list-style-type: none">— The net proceeds of Green Bonds should be moved to a sub-portfolio or tracked by the issuer and attested to by a formal internal process— The management process to be followed by the issuer for tracking the proceeds should be clearly and publicly disclosed	<ul style="list-style-type: none">— Annually (or semi-annually) reporting on the specific investments made from Green Bond proceeds Via newsletter, Website or filed financial reports— Additionally: Reporting on the Use of Proceeds and the eligible investments for unallocated proceeds



Sustainability in DB's business with corporations

Selected renewable energy and clean technology deals and transactions

Corporate & Investment Bank

Volume, in EUR m	2011	2012	2013
Public Merger & Acquisition transactions ⁽¹⁾	5,435	2,200	-
Equity and debt issuances	2,290	231	5,512
Project Finance ⁽¹⁾	2,117	1,916	2,595

The volume of renewable energy and clean-tech deals reported is strongly affected by the number of confidential deals (which are excluded from the reported numbers), sector activity.

Examples

Advisory	Siemens' EUR 2.5 bn initial public offering (IPO) spin-off of its lighting company subsidiary Osram – the first major German spin-off transaction since 2005 that will facilitate Osram's and the lighting industry's transformation to energy efficient LEDs. Deutsche Bank role : lead financial advisor
Equity issues	A USD 250 m follow-on offering for the US solar technology company SunEdison. Deutsche Bank role : left bookrunner 2nd largest clean energy equity and debt public markets book runner 2013 – Clean Energy Pipeline
Debt issues	A USD 1.2 bn convertible senior notes offering, raising 35% of the company's market capitalization, facilitated by a USD 320 million bridge financing. Deutsche Bank role : lead bookrunner and advisor
Project finance	A £ 55 m in senior loan facility for an innovative biomass-powered combined heat and power plant in London, UK. Deutsche Bank role : mandated lead arranger, sole underwriter, security and facility agent, hedge counterparty, account bank and letter of credit issuing bank Renewable Energy Mandated Lead Arranger of the Year – Infrastructure Journal

(1) Excluding undisclosed transactions and secondary deals



Banking services for individuals and businesses

Sustainable products

Selected sustainable products

In EUR m	2013	2012	2011
KfW loans granted to private and business clients in Germany	623.0	578.5	624.6
KfW green loans granted to private clients in Germany	501.0	470.0	507.8
Green loans granted to private and business clients in Europe (excl. Germany)	146.0	178.5	132.0
Volumes in sustainable investment funds in private and business clients accounts in Germany	319.0	320.0	353.0
Volumes in sustainable investment funds in private and business clients accounts in Europe (excl. Germany)	69.0	130.0	144.0

Access to banking services:

- In 2013, 66.3% of Deutsche Bank branches offer barrier free access. 3,984 ATMs feature Braille

Student loans:

- Help finance a university degree and enable young people to attain a good education
- Performance bonus for high results on exams lowers interest rate for loan



Deutsche Bank's ESG-assets under management

Global growth

- Individuals and institutions increasingly **view environmental, social and governance** risks and opportunities as **significant for long term returns**.
- Assets invested according to ESG strategies **have continued to grow faster** than the overall market.
- **Globally**, the ESG market accounts for nearly USD14 trillion
 - **One fifth** of all professionally managed assets **incorporate ESG factors**
 - Of these assets, 89% are comprised of institutional assets
 - Retail assets make up for the remaining 11%⁽¹⁾

Deutsche Bank: ESG assets under management

Volume in EUR m	2011	2012	2013
Active management	2,843	3,413	3,787
Retail and institutional investments, incl. best-in-class funds and themed funds as well as wealth management			
Passive investments	31	32	163
Exchange traded funds in accordance with ESG criteria			
Alternative investments	110	1,017 ⁽²⁾	1,128
Impact investing, including funds with environmental or social objectives that are sponsored by governments and/or institutions			
Total	2,984	4,462	5,078

→ Deutsche Asset & Wealth Management (DeAWM) managed assets with a volume of **EUR 923 bn** (as of December 31, 2013).

(1) Global Sustainable Investment Review 2012, GISA
 (2) Due to a change in basis of calculation, data has been revised

Alternative investments



Responding to public tenders from governments and international agencies, Deutsche Bank has jointly structured and invested in funds with specific environmental and social objectives and acts as investment manager:



www.eeef.lu

- The European Energy Efficiency Fund (EEEF) manages assets of EUR 265 m.
- It is funded by the European Commission, the European Investment Bank (EIB) and the Italian credit institution Cassa Depositi e Prestiti.
- The fund primarily makes capital available for municipal projects in Europe that are aimed at expanding a sustainable energy supply.



www.aatif.lu

- The Africa Agriculture and Trade Investment Fund (AATIF) is a public-private partnership set up to increase the productivity of the agricultural sector in Africa. It manages assets of USD 141 m.
- Objectives: boost incomes in the agricultural sector, increase food security and improve the competitiveness of local companies. → Low-income countries are largely still exporters of raw materials rather than creating value at a local level.
- AATIF was founded by the KfW Development Bank and Deutsche Bank on behalf of the Federal Ministry of Economic Co-operation and Development (BMZ) of Germany



www.gcpf.lu

- The Global Climate Partnership Fund (GCPF) manages assets in the amount of USD 362 m.
- It provides financing for projects in the renewable energy sector. Furthermore, local banks obtain capital for investments in climate-relevant projects in developing and emerging countries such as Vietnam, the Ukraine, Turkey, South Africa, Brazil and Ecuador.
- The GCPF is funded by the governments of Denmark and Germany, the KfW Development Bank, the International Finance Cooperation (IFC) as well as the Austrian development bank.

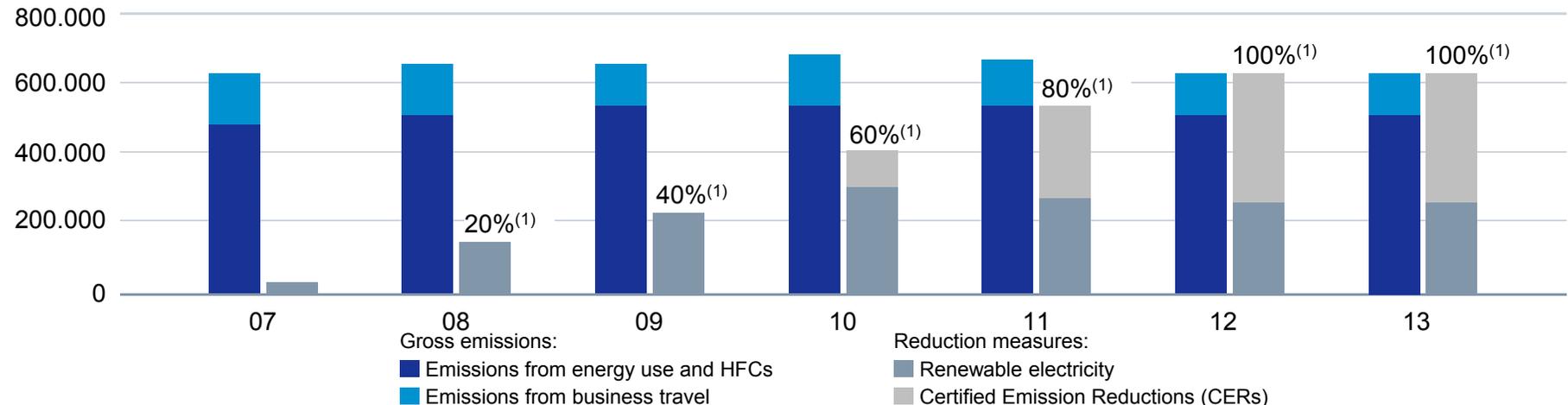


Achieving carbon neutrality

- Deutsche Bank achieved its target to make **operations carbon neutral** by the end of 2012.
- **Deutsche Bank maintained** carbon neutrality for its operations in 2013.
- Invested in **energy efficiency projects** to reduce energy use and purchased and generated renewable electricity.
- Bought and retired **high-grade offset certificates** (CERs) to offset our inevitable residual emissions.
- The Board confirmed the **goal of maintaining carbon neutrality** in the future.

Deutsche Bank's path to carbon neutrality

Metric tonnes



Our climate change activities earned Deutsche Bank a place as one of 57 companies worldwide in the **Climate Performance Leadership Index**.

(1) Reduction objective

Increasing eco-efficiency



Green buildings

- Intent to gain Leadership in Energy and Environmental Design (LEED) certification for all the Bank's major buildings.
- 37 buildings within the bank's portfolio are LEED-certified
- Green lease program ensures buildings comply with sustainability standards even if we do not own or operate the space; DB has 23 leases covering almost 143,300 m².

Green IT

- DB New Workplace has saved nearly 75% of energy per headcount in locations where it has been deployed - total of almost 22,000 workplaces saving 4.5 million kWh per annum.
- Major technology investments and threefold increase in video conferencing → Bank's total flight volumes have remained steady for the last few years despite an increase in international business activities.

Supply chain

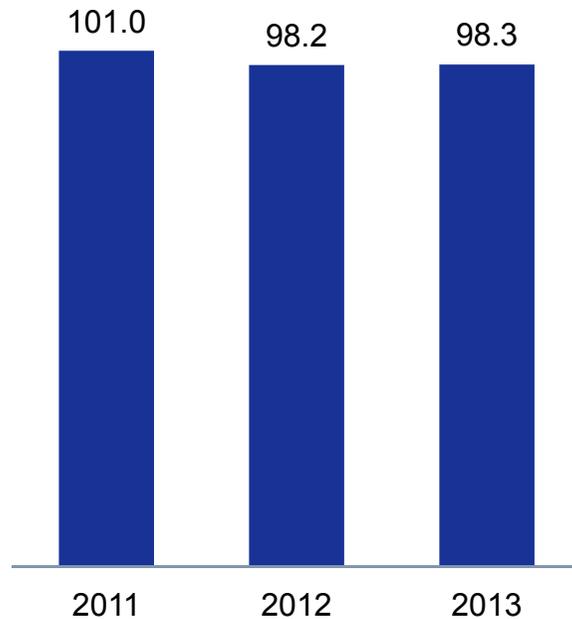
- Group-wide policies, including the Global Procurement Policy, outline environmental, social and ethical criteria for products and suppliers.
- Vendor's Code of Conduct includes sustainability requirements, reducing hazardous substances and the negative environmental effects of production, as well as compliance with fundamental human rights and labor law.



Deutsche Bank as an employer

Number of employees

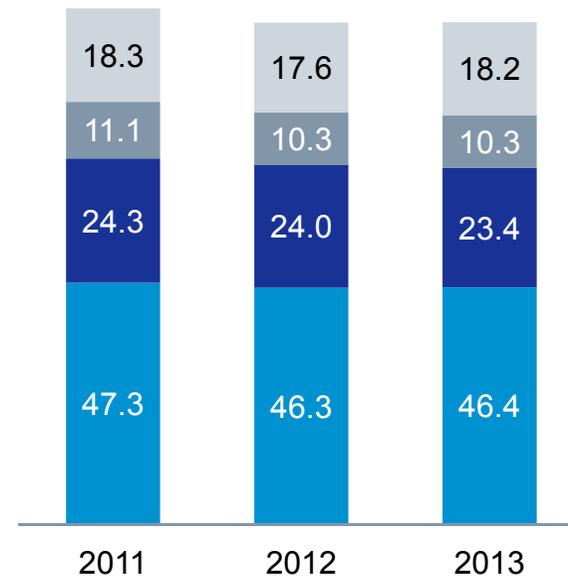
Full-time equivalents at year's end



Regional deployment of staff

In % at year's end

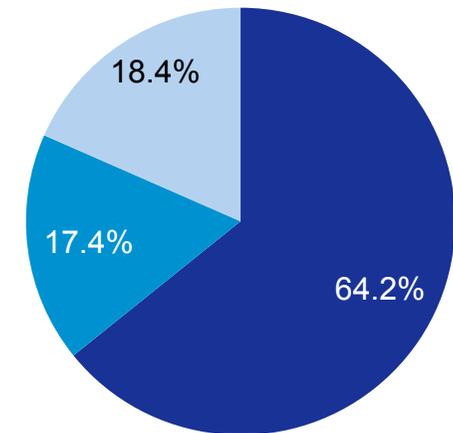
- Europe (excl. Germany, Middle East, Africa)
- Germany
- Americas
- Asia Pacific



Employee qualification

In % of total number of employees

- University degree
- High school degree
- Other education degree



Note: Deutsche Postbank aligned its FTE definition to Deutsche Bank which reduced the Group number as of December 31, 2011 by 260 (prior periods not restated).



Diversity

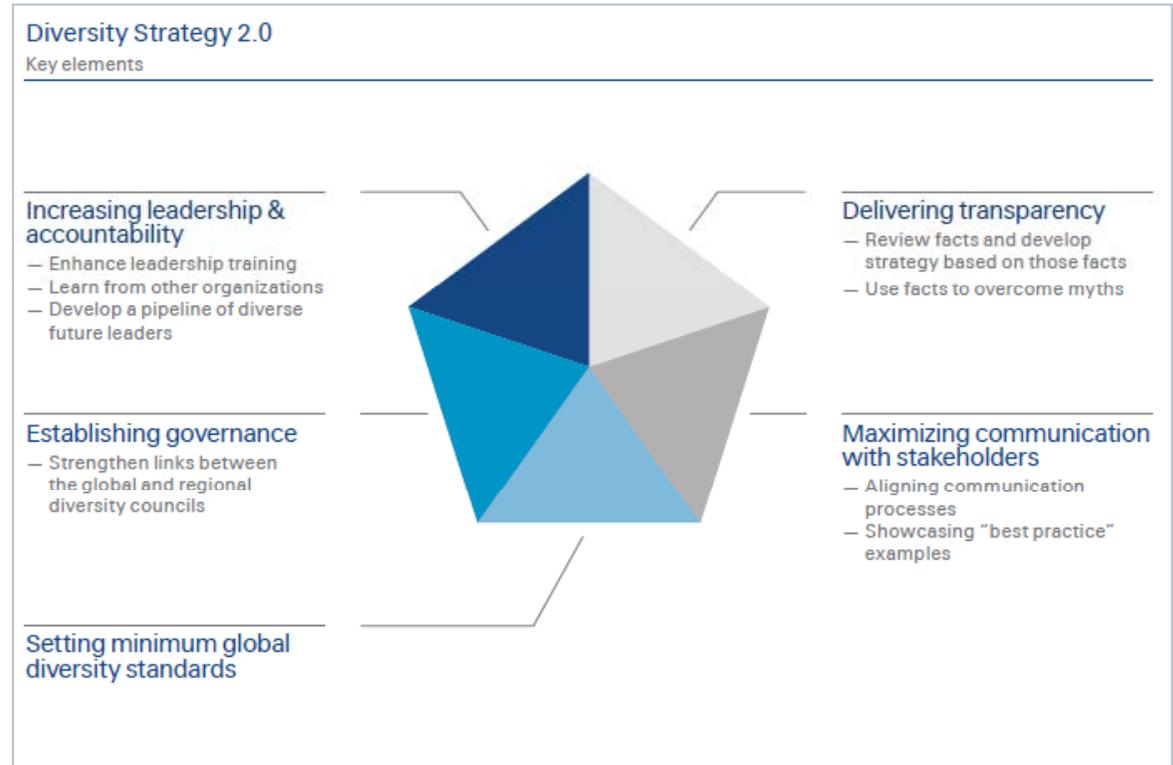
Initiatives to foster female leadership (1)

- ATLAS (Accomplished Top Leaders Advancement Strategy) initiative was launched in 2009 by the Chairman of the Management Board and Group Executive Committee.

Goal: increasing the number of women in senior management positions.
Participants are provided with direct sponsorship from Senior Management.

Since inception, 50% of ATLAS participants have moved into larger roles.

- Deutsche Bank Women Global Leaders (DB WGL) at INSEAD launched in 2010. = one week program designed to accelerate the progress of high performing female Directors into Managing Director positions.



- Since 1995, Deutsche Bank has hosted the annual Women in Business Conferences in Frankfurt, London, New York, Singapore and Sydney attracting more than 5000 clients, industry leaders and employees globally.
- Twelve established Women's Network Groups across all 5 regions with senior business women chairing.



Diversity

Initiatives to foster female leadership (2)

- Along with the other DAX (German share index) companies, Deutsche Bank signed a declaration in 2011 to increase the proportion of female senior managers to 25% (Managing Director and Director levels) and for all officer titles to 35% by the end of 2018, as subject to applicable laws worldwide.
- Deutsche Bank made further progress towards these targets and increased the proportion of female senior managers to 18.7% by the end of 2013, and of all officer titles to 31.1%.
- Through the Women on Boards initiative, Deutsche Bank has increased the female membership on its subsidiaries' supervisory boards and on regional advisory boards.

Female staff

Based on global corporate titles, in FTE	2013	2012	2011
Female members on Supervisory Board	7	8	8
Share in %	35.0	40.0	40.0
Female members on Management Board	0	0	0
Female Managing Directors and Directors	1,724	1,702	1,680
Share in %	18.7	18.0	17.1
Female Officers	13,777	13,627	13,150
Share in %	31.1	30.8	29.7
Female Non-Officers	18,664	18,845	19,833
Share in %	55.8	56.0	55.6
Total female staff*	32,441	32,472	32,983
Share in %	41.7	41.7	41.2

*Total not including female members on Supervisory Board.
Excluding Postbank, Sal. Oppenheim, BHF and DB Investment Services; corporate titles not implemented.

Deutsche Bank is listed in most important ESG/SRI indices



Indices	Listed since
 <p>Sustainalytics Stoxx ESG Leaders</p>	2001
 <p>SAM DJSI World DJSI STOXX DJSI Europe</p>	1999 - 2011 2006 - 2009 2010 - 2011
 <p>Bank Sarasin DAXglobal Sarasin Sustainability Germany Index EUR</p>	2007
 <p>Vigeo ASPI index</p>	2001
 <p>CRD Analytics NASDAQ OMX CRD Global Sustainability 50 Index</p>	2009

Indices	Listed since
 <p>ECPI ECPI ECPI Ethical Index</p>	2002 2006
 <p>FTSE FTSE4GOOD Europe Index (EUR)</p>	2001 2008
 <p>FTSE4GOOD Global Index (USD)</p>	2008
 <p>CDP CDP, Carbon Strategy Europe</p>	2010
 <p>Climate Performance Leadership Index (Germany)</p>	2010



Corporate Responsibility – reporting

Corporate Reporting 2013



CR Report



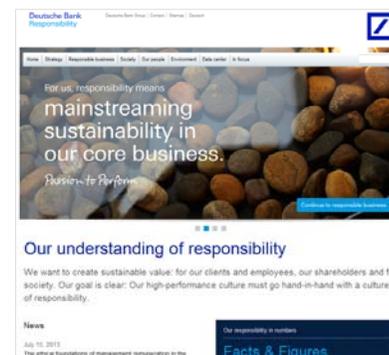
Annual Review



Financial Report

Website

www.db.com/responsibility





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 20 March 2014 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, to the extent such reconciliation is not provided in this presentation, refer to the 1Q2014 Financial Data Supplement, which is accompanying this presentation and available at www.db.com/ir.