



# Werner Steinmüller

Head of Global Transaction Banking and  
Member of the Group Executive Committee

*Passion to Perform*

8. WestLB Deutschland Conference  
Frankfurt, 17 November 2010

# Agenda



## Deutsche Bank – 3Q2010 Highlights

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### Global Transaction Banking (GTB)

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- 1 Strong results despite macroeconomic headwinds
  - 2 Well positioned in the market
  - 3 Striving for focused growth
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# 3Q2010 impacted by Postbank related charges



|                            | 3Q2010  | 3Q2010 ex<br>Postbank effect <sup>(3)</sup>                  | 3Q2009       |       |
|----------------------------|---|--|--------------|-------|
| <b>Profita-<br/>bility</b> | Income before income taxes (in EUR bn)            | <b>(1.0)</b>   | <b>1.3</b>   | 1.3   |
|                            | Net income (in EUR bn)                            | <b>(1.2)</b>   | <b>1.1</b>   | 1.4   |
|                            | Pre-tax RoE (target definition) <sup>(1)</sup>    | <b>13%</b>   | <b>13%</b>   | 14%   |
|                            | Diluted EPS (in EUR)                              | <b>(1.75)</b>  | <b>1.70</b>  | 1.92  |
|                            |   | 30 Sep 2010 ex<br>30 Sep 2010 Postbank effect <sup>(3)</sup> | 30 Jun 2010  |       |
| <b>Capital</b>             | Tier 1 capital ratio                              | <b>11.5%</b>   | <b>11.9%</b> | 11.3% |
|                            | Core Tier 1 capital ratio                         | <b>7.6%</b>  | <b>8.1%</b>  | 7.5%  |
|                            | Tier 1 capital (in EUR bn)                        | <b>31.8</b>  | <b>33.6</b>  | 34.3  |
| <b>Balance<br/>sheet</b>   | Total assets (IFRS, in EUR bn)                    | <b>1,958</b>   | <b>1,960</b> | 1,926 |
|                            | Total assets (adjusted, in EUR bn)                | <b>1,044</b>   | <b>1,047</b> | 1,043 |
|                            | Leverage ratio (target definition) <sup>(2)</sup> | <b>25</b>  | <b>24</b>    | 23    |

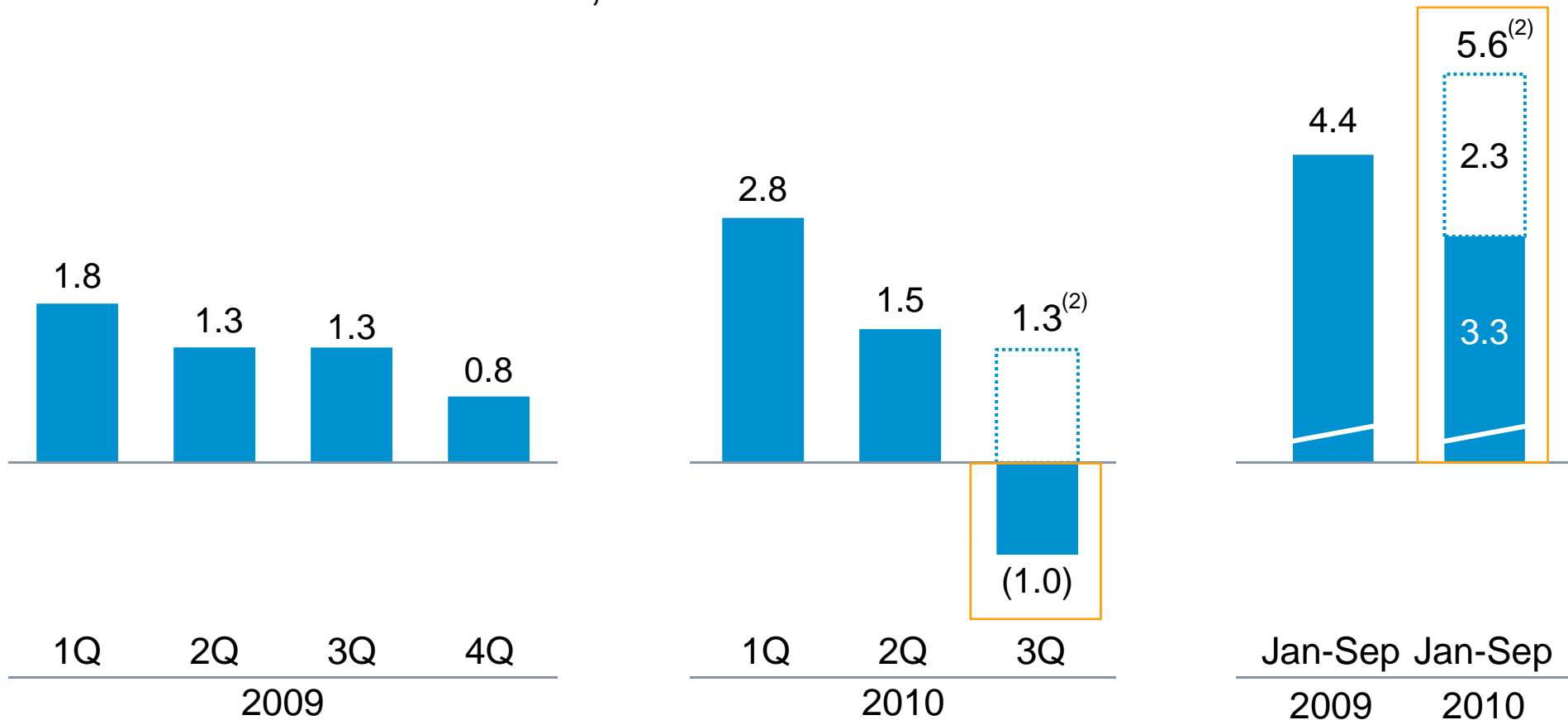
(1) Based on average active equity

(2) Total assets (adjusted) divided by total equity per target definition

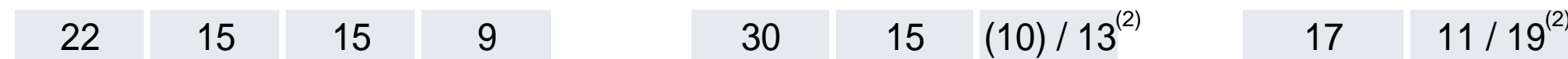
(3) The Postbank related effect of EUR (2.3) bn is a non-cash charge with no tax benefit attached, which represents the difference between the previous carrying value of the equity method investment and the fair value of current stake as of 30 Sep 2010 (taking into account the VWAP of 25.00 EUR per share of the PTO as recoverable amount)

# Deutsche Bank with solid underlying performance

## Income before income taxes, in EUR m



## Pre-tax return on equity<sup>(1)</sup>, in %

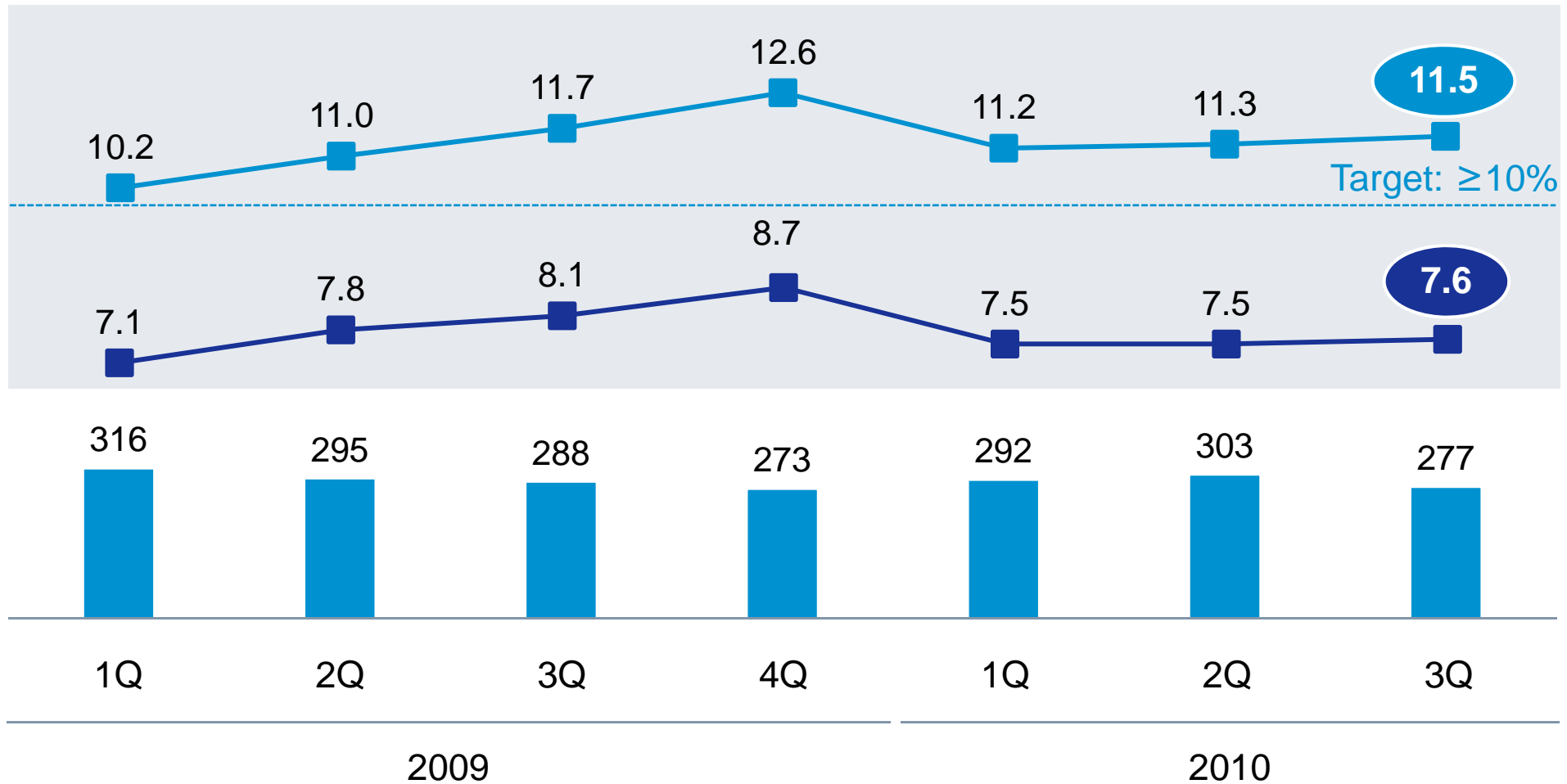


Note: Figures may not add up due to rounding differences

(1) Annualised, based on average active equity

(2) Excluding Postbank effect of EUR (2.3) bn

# Capital ratios strengthened and risk-weighted assets reduced



■ Tier 1 ratio, in % 
 ■ Core Tier 1 ratio, in % 
 ■ RWA, in EUR bn

Note: Capital ratios prior capital increase  
 Tier 1 ratio = Tier 1 capital / RWA; core Tier 1 ratio = (Tier 1 capital - hybrid Tier 1 capital) / RWA

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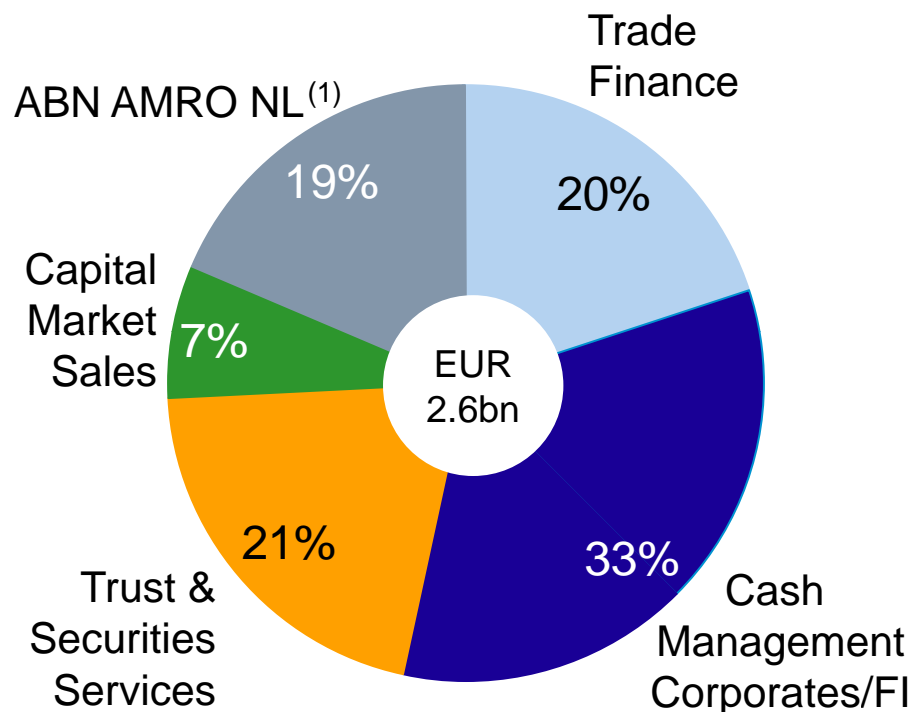
- 1 Strong results despite macroeconomic headwinds
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# Global Transaction Banking has a diversified business model ...



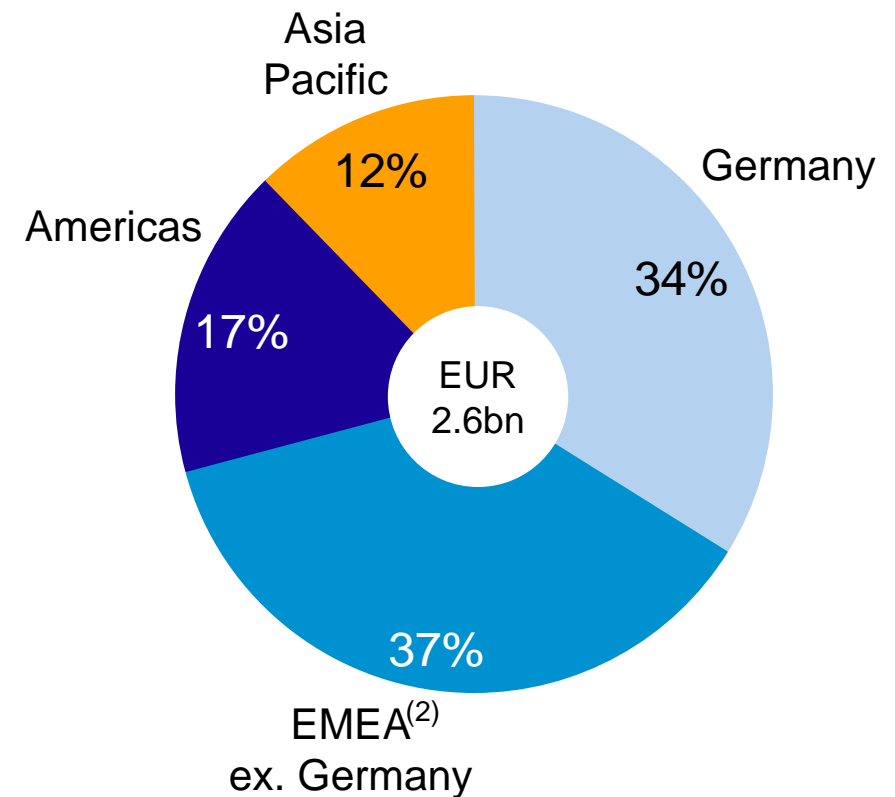
## GTB revenues by product

Jan-Sep10



## GTB revenues by region

Jan-Sep10



(1) Incl. EUR 208 m (8%) gain representing provisional negative goodwill from the commercial banking activities acquired from ABN AMRO in The Netherlands

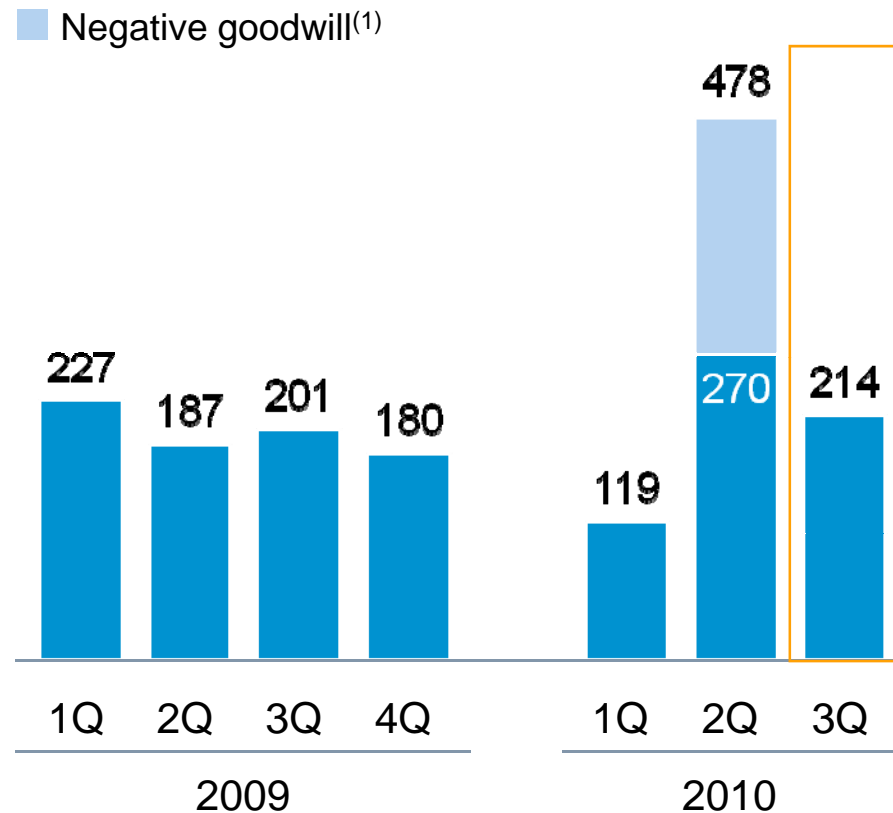
(2) Incl. EUR 536 m (21%) revenues mainly from former ABN AMRO NL business

... contributing to continued growth of Deutsche Bank



## Another strong quarter for GTB

GTB income before income taxes, in EUR m



## The essence of our business

- Stable revenues
- Large scale and high efficiency products
- Tight cost management
- International network operator
- Relatively low risk

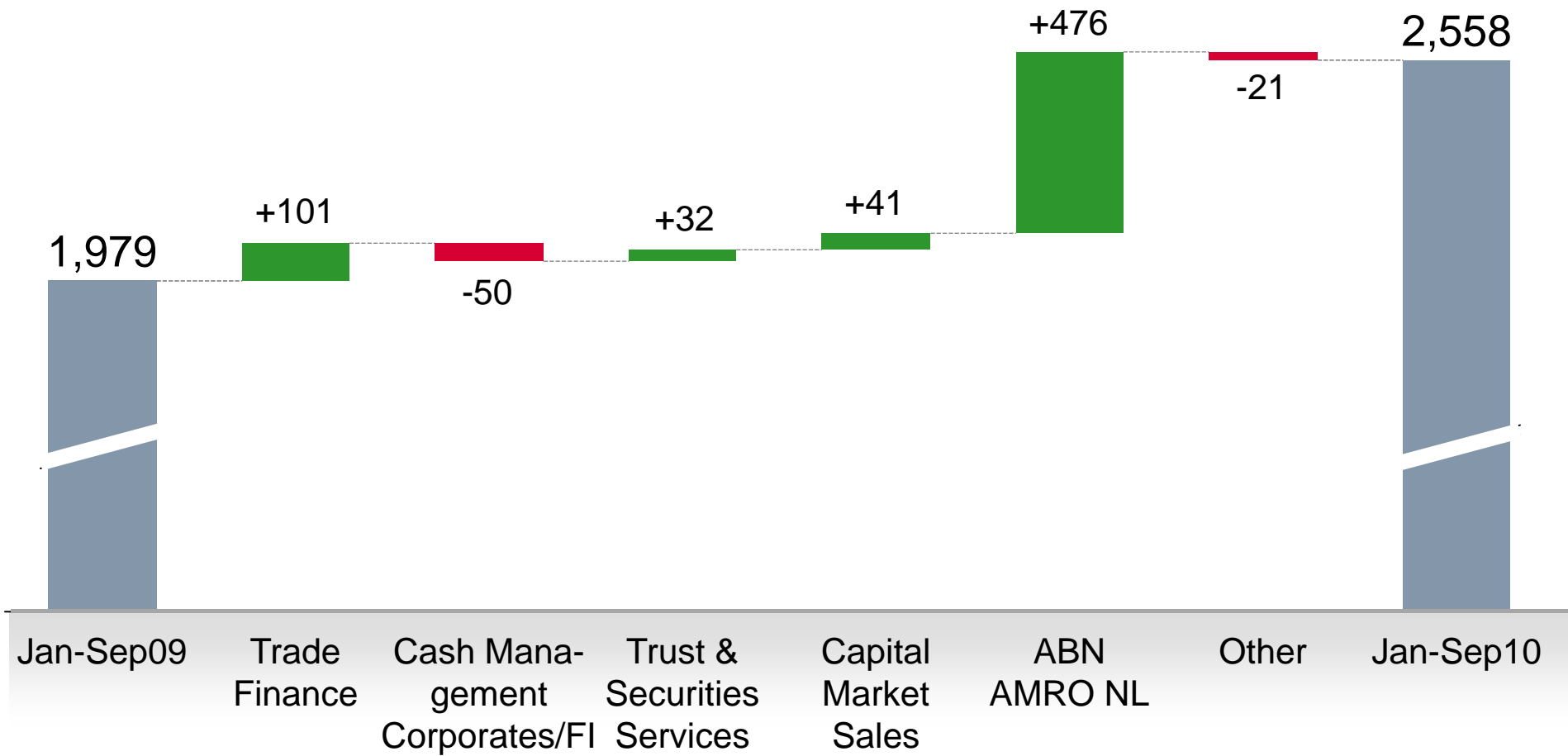
(1) EUR 208 m gain representing provisional negative goodwill from the commercial banking activities acquired from ABN AMRO in The Netherlands



# Our diversified portfolio showed resilience against macroeconomic headwinds



## GTB revenues, in EUR m

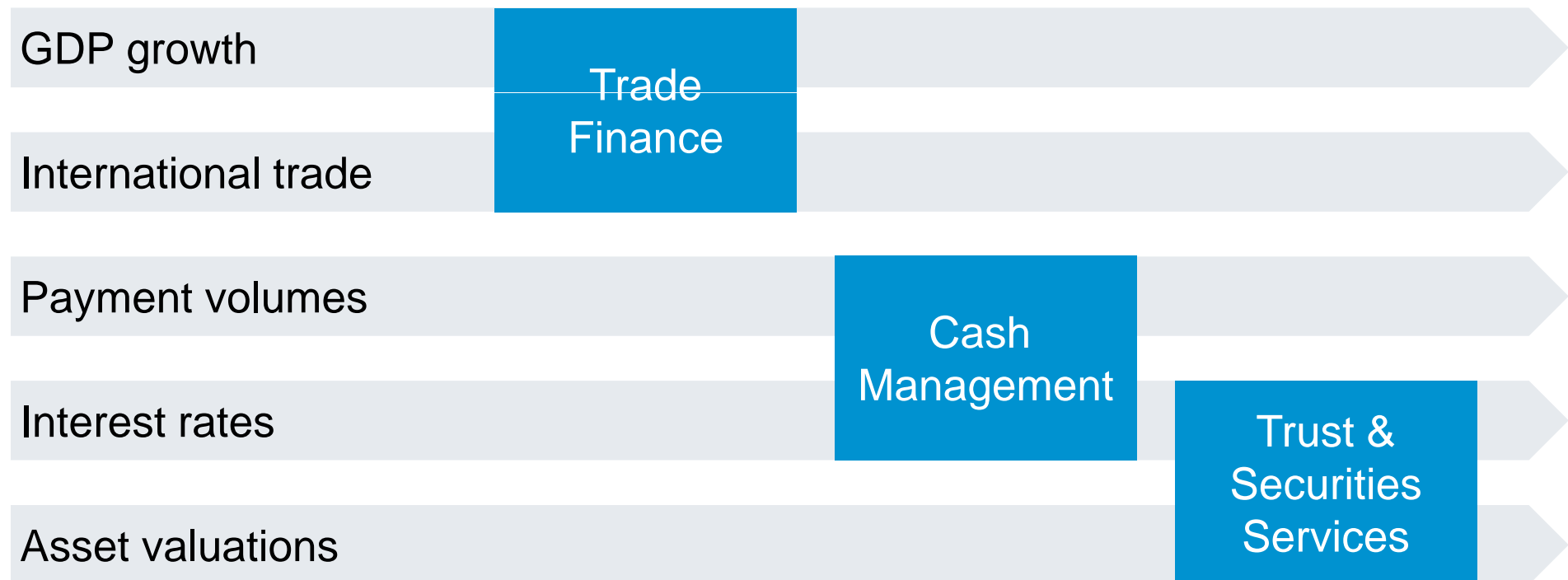


# Underlying macro-drivers influencing Global Transaction Banking business



► Our clients' business drivers steer our results

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# Trade Finance is driven by GDP and trade volume development



## Business trend

- Trade Finance benefits from recovery of economic, especially trading activity as well as improved market share in 2010
- Going forward, Trade Finance is expected to leverage its strong market position and leading product solutions

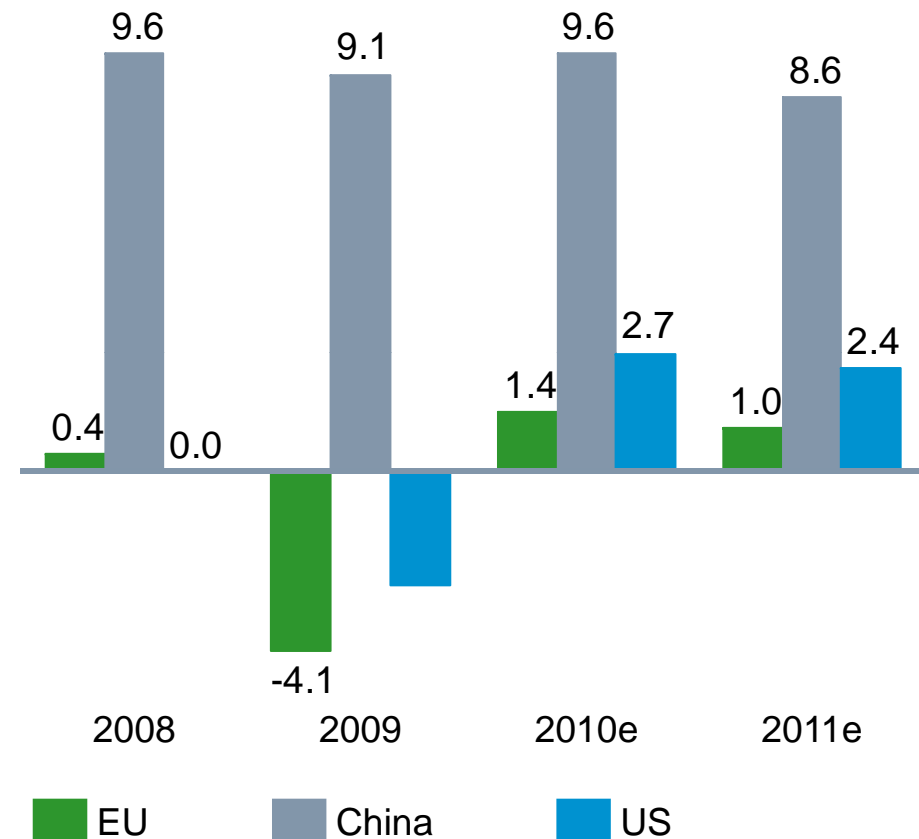
## Global trade volume<sup>(1)</sup>



(1) Indexed 01/01/2008

## Global GDP growth<sup>(2)</sup>

In %



(2) Source: Bloomberg, DB Research

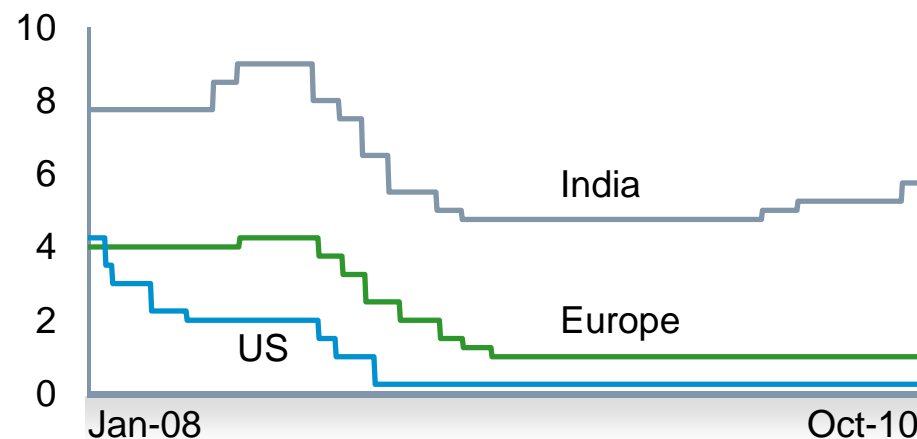
# Cash Management Corporates/FI has been impacted by unfavourable market conditions



## Business trend

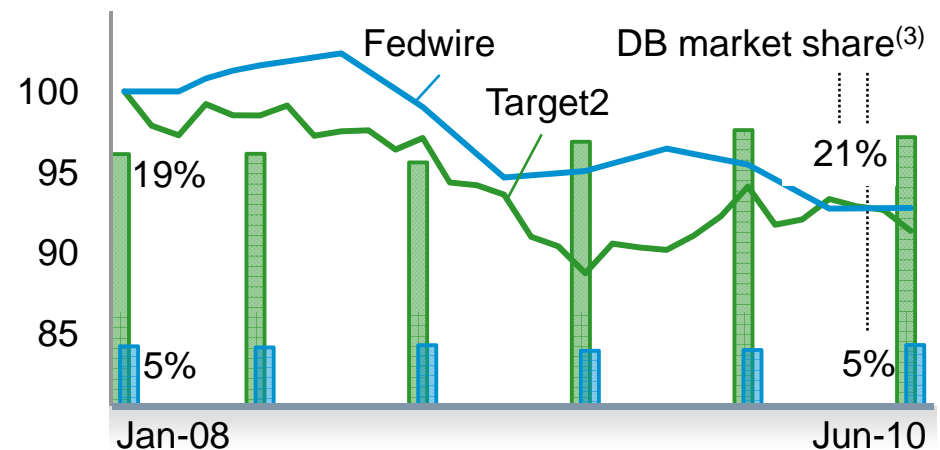
- Higher fee income and new mandates could not fully compensate negative impact from low interest rates and new payment regulations
- GTB was able to gain market share in the clearing business against negative trend of decreasing payment transactions volumes
- In 2011, Cash Mgmt. is well positioned to capitalize on ongoing shift to fee income

## Interest rates<sup>(1)</sup>



(1) Fed funds target rate, ECB main refinancing rate, RBI repo rate

## Payment transactions volumes<sup>(2)</sup>



(2) Payment tx. volumes in Target2/Fedwire, 6M moving average; indexed 01/01/2008

(3) DB market share in Target2 and Fedwire transactions accordingly

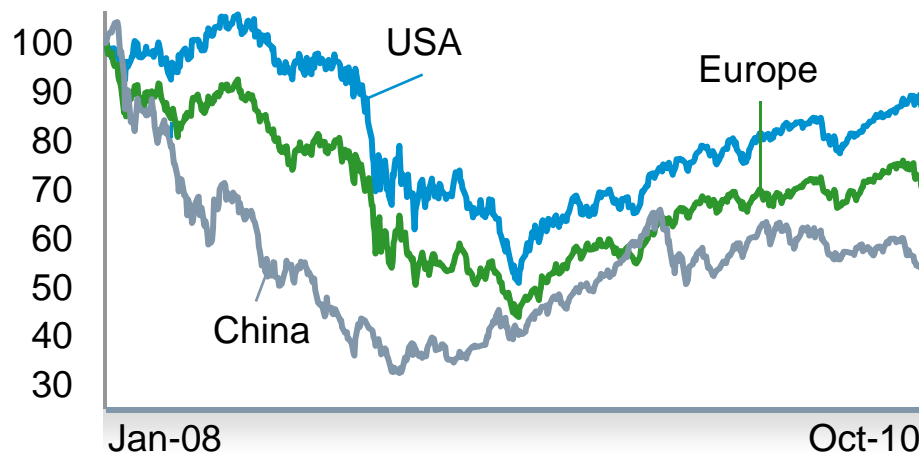
# Trust & Securities Services was affected by low interest rates and declining asset valuation



## Business trend

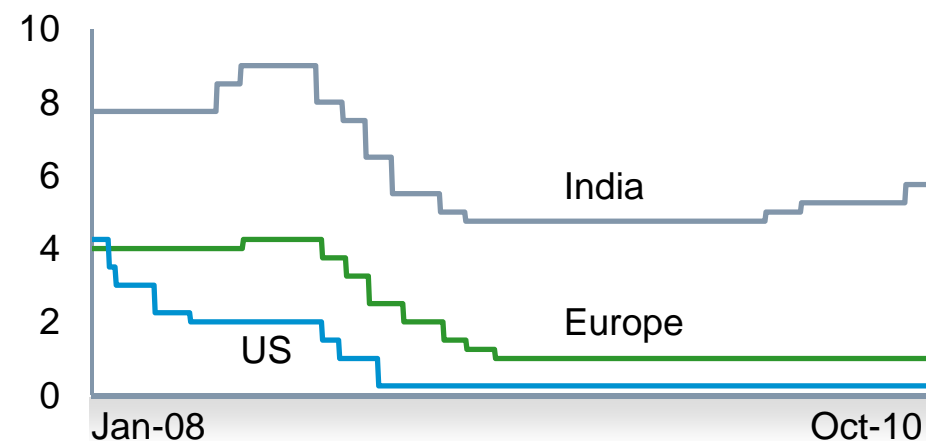
- Amid the low interest rates and challenging capital market environment in 2009 we focused on broadening our fee-based income
- Now, Trust & Securities Services is regaining former strength based on recovery of asset values, dividend payments and primary capital market activity along with recent interest rate increases in Asia

## Asset valuation<sup>(1)</sup>



(1) SSE Composite Index, Dow Jones Industrial Average, DJ EURO STOXX 50; Indexed 01/01/2008

## Interest rates<sup>(2)</sup>



(2) Fed funds target rate, ECB main refinancing rate, RBI repo rate

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# We deliver value to our clients by covering their crucial business needs



## Enabling innovation

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**Outsourced Payment Consolidation:** Since July, every payment resulting from an App download is executed by GTB and paid out to vendors and developers worldwide

## Supporting global trade

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**Supply Chain Finance:** Web-based portal established to provide account payable solutions improving efficiency/transparency in procurement process and strengthening supplier relationships

## Reducing complexity

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**Payment Factory:** GTB enables centralization of vendor payments in Europe and Asia comprising 14 countries, 26 transaction types and ~140 companies

## Fostering operations in Asia

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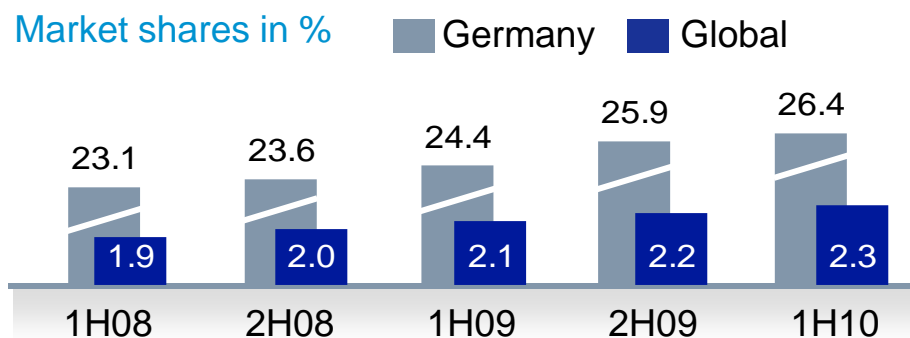


**Cash Management:** Streamline/automate payment processes across 12 countries, >50 companies and >100 accounts to optimize liquidity across regions

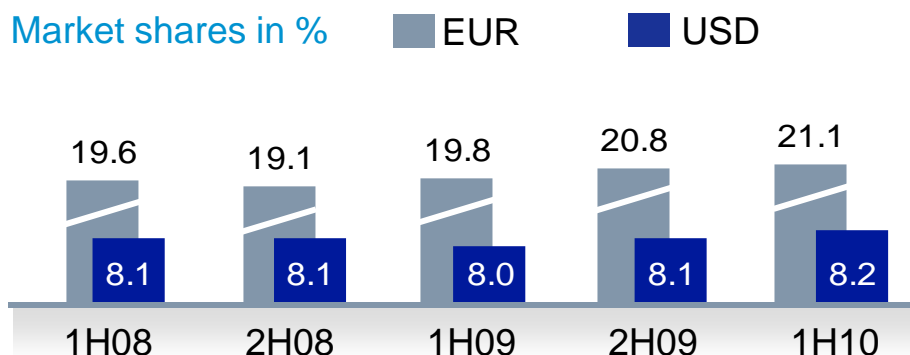
# Global Transaction Banking is well established in the market ...



## Steady growth in Trade Finance<sup>(1)</sup>



## #1 EUR / #5 USD Clearer<sup>(2)</sup>



(1) Source: SWIFT Market Watch, Export L/C received  
 (2) Source: Target2 for EUR and CHIPS for USD

## Award winning franchise



**Best Cash Management House in Europe**

Euromoney Awards for Excellence, Jul 2010



**Best Global Cash Management Services in Asia-Pacific**

Asiamoney Cash Management Poll, Aug 2010



Awards 2010

**Best Bank in Structured Trade Finance**

Trade & Forfaiting Review Readers Poll Awards, Aug 2010

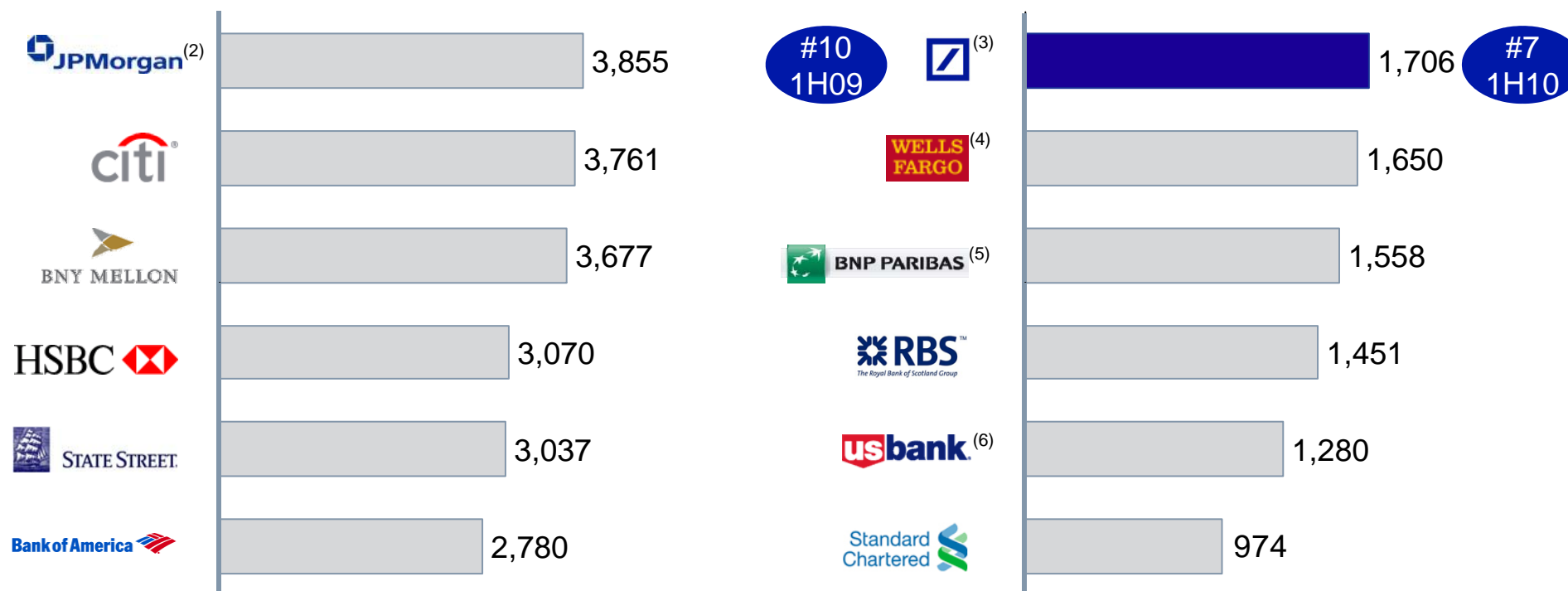


... and improved its position vis-à-vis competitors



## Revenues of competitors in transaction banking<sup>(1)</sup>

In EUR m, 1H10



Source: DB analysis

(1) Ranking based on total TB product revenue & includes estimates of TB revenue earned outside competitors' TB unit. There are other banks (e.g., Barclays) with significant TB revenue not included above due to lack of data transparency

(2) Incl. EUR 1,083 m TB product revenue earned outside of TB unit

(3) Incl. revenues from acquisition of ABN AMRO commercial banking activities in The Netherlands

(4) All revenues estimated

(5) Incl. EUR 950 m estimated revenues

(6) Incl. EUR 100 m estimated revenues

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# Global Transaction Banking to take advantage of proven strengths



## Strategy: Focused growth

### Clients

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- Complex corporates
- Institutional clients
- MidCap clients<sup>(1)</sup>

### Regions

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- Europe, Americas, Asia
- Germany, Netherlands

### Measures

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- Higher efficiency and deeper client coverage
- Fully exploit existing resources and footprint
- Leverage synergies from combined investment and transaction banking

(1) In The Netherlands also smaller business (SME) clients

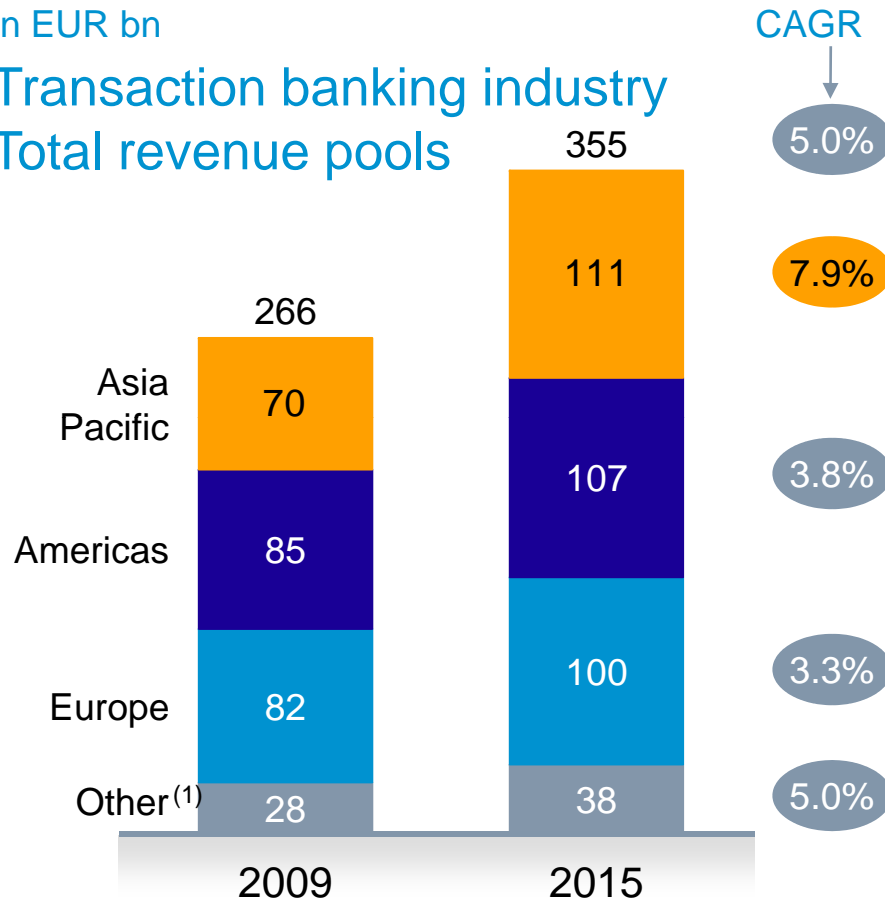
# Global Transaction Banking is ready to participate in Asian long-term growth prospects



## High growth perspectives

In EUR bn

### Transaction banking industry Total revenue pools



## Broad franchise in Asia

- Deutsche Bank's first foreign branches were opened in Shanghai and Yokohama in 1872
- Asia/Pacific:  
36 offices/branches in 17 markets with more than 17,000 employees
- China:
  - Over 500 employees in China plus ~ 1,400 in Hong Kong
  - Locally incorporated since Jan. 08
  - Licenses cover whole China Mainland and allow to provide full-range customer service except for leasing and credit cards

Source: BCG estimates

(1) Includes MENA (13.1 / 16.7) and products where no regional split is available

# We are extending our home market for MidCap and smaller business clients

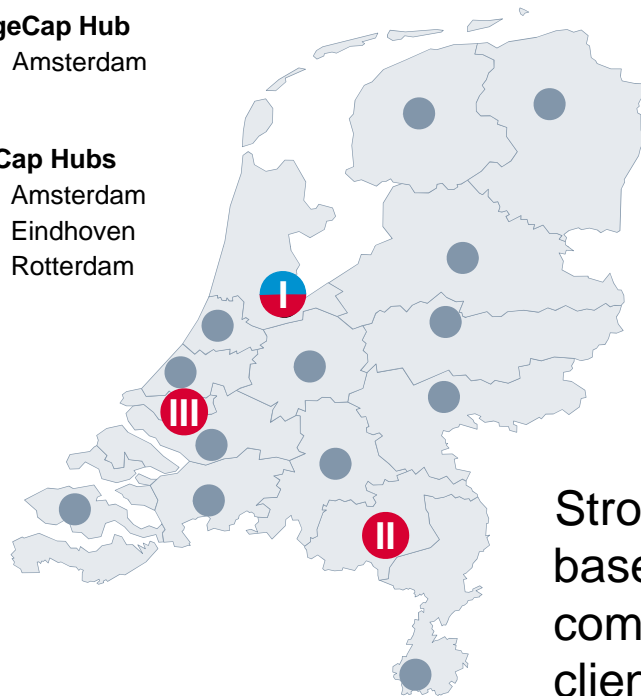


4th largest commercial bank in NL

Contributes to strengthen DB's stable businesses

**LargeCap Hub**  
I Amsterdam

**MidCap Hubs**  
I Amsterdam  
II Eindhoven  
III Rotterdam



Strong client base: 33,000 commercial clients

## Aspirations for 2011

- Successfully execute integration of the commercial banking activities acquired from ABN AMRO in The Netherlands
- Build on strong market position (~15% market share)
- Implement shift in portfolio focus: From lending-driven to fee-driven business model
- Derive more value from balance sheet commitments



## Focused growth

Global Transaction Banking is an important pillar of Deutsche Bank and continuously contributes to the bank's stable earnings.

Our diversified portfolio eased the impact of strong macroeconomic headwinds and now helps us to benefit from the brightening outlook.

We are well established in the market and will gain further market share by delivering award-winning solutions to our clients.

In 2011 we deepen client relationships in existing regions and fully utilize our Asian capacities to grow our successful franchise.

# 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 [www.deutsche-bank.com/ir](http://www.deutsche-bank.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 3Q2010 Financial Data Supplement, which is accompanying this presentation and available at [www.deutsche-bank.com/ir](http://www.deutsche-bank.com/ir).