

Deutsche Asset  
& Wealth Management  
Wealth Management Americas  
USPB Business Update  
December 2013

Agenda

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RelSci Demo

Operating Platform Update

USPB October YTD performance

04 Update on recent senior management meetings

05 Success Story: Leveraging KCP Capabilities

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USPB October '13 YTD revenues \$313mm

Revenues are up 8% vs. 2012 and slightly behind Plan

USPB October 2013 YTD performance

+8%

Revs (\$mm)

312.5

290.4

315.7

October YTD 2012

October YTD 2013

October YTD Plan 2013

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Source: October YTD 2013 KPI Report excluding impact of NTLP charge (\$27.6mm)

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USPB October '13 YTD revs \$313mm up 8% vs. 2012

East Coast

Revs (\$mm)

+8%

273.7

Revs (\$mm)

42.5

37.6

252.5

West Coast

-12%

CBVs (\$bn)

NNAs (\$mm)

RoA (bps)

Oct YTD 2012

28.8

603

108

Oct YTD 2013

31.3

Oct YTD 2012

1,456

99

RoA (bps)

CBVs (\$bn)

NNAs (\$mm)

(698)

5.0

98

Oct YTD 2013

(1,424)

4.2

96

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Note:

CBVs and NNAs excluding Custody. Total USPB includes US Mortgage hedge 2013

YTD revs of \$1.3mm vs. (\$4.6mm) 2012 YTD; revs exclude

impact of NTLP charge (\$27.6mm)

Source: GMIS

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USPB October 2013 YTD NNAs of +\$32mm

Gaining positive momentum during the second half of year

East Coast monthly NNAs

NNAs

(\$mm)

342

286

-119

-33

-87

-165

-259

96

73

448

406

384

NNAs

(\$mm)

West Coast monthly NNAs

94

56

82

114

-41

-245

-1,096

-294

YTD

NNAs -41 301 -7

Jan Feb Mar Apr May Jun Jul Aug Sep Oct

-239

-143 143

528

934 1,008 1,456

YTD Jan Feb Mar Apr May Jun Jul Aug Sep Oct

NNAs -119 -206 -239 -1,345 -1,252 1,196 -1,455 -1,620 -1,538 -1,424

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Note:

NNAs excluding Custody

Source: GMIS

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Revenue growth driven by Lending, Custody, and Other,  
partially offset by lower Deposits & Brokerage revs  
USPB October 2013 YTD revenues by account type vs October YTD 2012  
October '13 YTD

Lending

Trust

IA

Brokerage

Custody

Deposits

Other

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Note:

2.5

9.6

9.8

0.6

16.0

14.2

12.1

26.7

29.2

19.6

-18%

+17%

-74%

+1533%

Other includes PIC revenues, referrals fees, structured transactions,  
alternative investments, mortgage hedge, \$3.2mm in insurance credit for  
trust legal

fees in 2013,

Source: GMIS

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37.2

36.2

-9%

+3%

202.5

182.8

October '12 YTD

Millions

+11%

5

## Success Story: Leveraging KCP Capabilities

### Client

#### profile

- Billionaire entrepreneur; family office, philanthropist
- Highly sophisticated investor and trader across all asset classes
- One of largest brokerage clients at JP Morgan; multiple relationships across the street
- Private investor in early stage VC

### Deal

#### description

- Prospect recently moved to DB from JPM approximately \$200mm of securities and cash (equities, currencies, structures, fixed income, swaps, commodities etc)
- Strong existing relationship with banker, multiple meetings/calls with client and team got him comfortable with global trading capabilities and DB platform
- Client also liked the focus of the KCP model including FX, rates and private market opportunities
- Very active trader; ISDAs negotiated and finalized in timely manner
- Significant opportunity for asset growth in 2014
- Client will trade across all asset classes using cash, derivatives, options, structures, etc

### Key Success

#### Factors

- Deep relationship: frequent dialogue with principal and family office members
- Leverage AWM platform: Client was attracted by the DB product platform and the KCP model
- Teamwork: Involvement of product experts, helpful and responsive client service experience
- KCP: Caroline Kitidis, Tazia Smith, Vahe Stepanian
- Wealth Planning: Blanche Christerson
- Banking team: Amanda Kirby
- Lending: Laura Farischo
- Credit Risk Management, Account Opening Group (India)

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