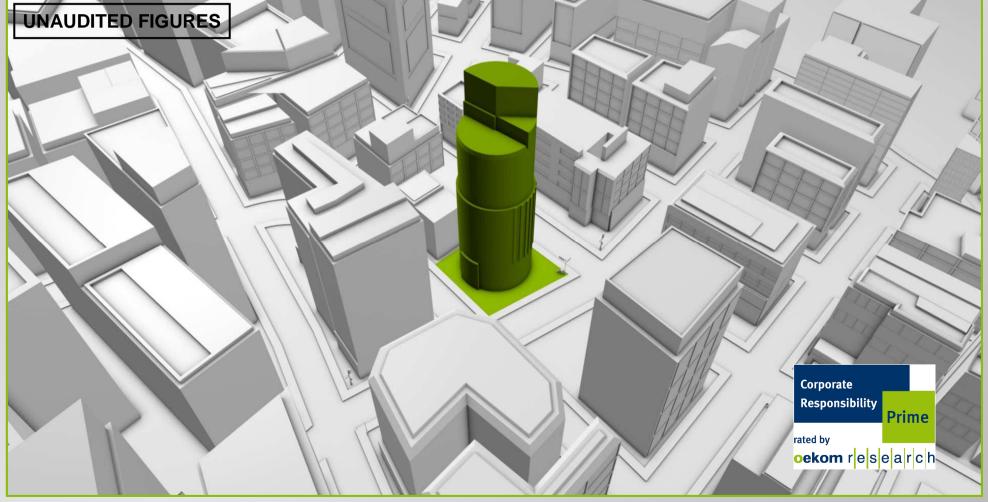
# Analyst/Investor Presentation Results Q3 2012: pbb well on track with pre-tax profit of EUR 49 mio

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REAL ESTATE FINANCE

DEUTSCHE PFANDBRIEFBANK



Results Q3 2012, 13<sup>th</sup> November 2012

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Pre-tax profit of EUR 49 mio (Q2: EUR 30 mio; Q1: EUR 21 mio) – nine-month pre-tax profit of EUR 100 mio already at lower end of full-year target range of EUR 100-140 mio

New business gained momentum with a volume of EUR 1.4 bn following a restrictive approach at the end of last year/beginning of this year (Q2: EUR 0.7 bn; Q1: EUR 0.8 bn) – total new business volume now at EUR 2.9 bn (9M 2012)

Successful funding activities this year highlighted by first public issue of an EUR 500 mio senior unsecured benchmark bond in September, which has meanwhile even been successfully tapped by EUR 250 mio

**Funding targets well exceeded** with total long-term funding volume of EUR 5.7 bn in 9M 2012 (68% secured; 32% unsecured)



Total portfolio (EaD) slightly down to EUR 80 bn (06/2012: EUR 81 bn), mainly reflecting higher maturities than new business volumes – exposure to peripheral southern European countries as well as problem loans reduced due to maturities and active management



Tier I ratio (pro-forma) at 17.4% (06/2012: 17.1%)

### Income statement Nine-month pre-tax profit of EUR 100 mio already at lower end of full-year target range of EUR 100-140 mio

### Income statement (IFRS)

### EUR millions

EUR millions				
	Q1 2012	Q2 2012	Q3 2012	9M 2012
Operating revenues	103	120	130	353
Net interest and similar income	76	74	72	222
Net commission income	3	3	14	20
Net trading income	0	-2	1	-1
Net income from financial investments	-4	9	6	11
Net income from hedge relationships	-2	-1	3	0
Balance of other operating income/expenses	30	37	34	101
thereof: FMS-WM servicing	28	25	25	78
IT services for DEPFA Group	8	9	13	30
Bank levy	-7	-5	-6	-18
Provisions for losses on loans and advances	-4	-5	7	-2
General administrative expenses	-78	-86	-89	-253
Balance of other income/expenses	0	1	1	2
Pre-tax profit/loss	21	30	49	100

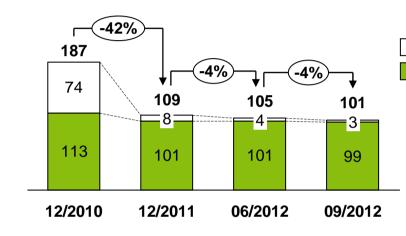


- Net interest income suffers from a declining nominal asset base as well as lower interest rate levels and a conservative liquidity strategy
- Net commission income includes EUR 10 mio back-end-fees/exit fees in Q3
- In Q2 and Q3, net income from financial investments includes gains from sale of assets related to an adjustment of the liquidity buffer
- No material new additions to individual LLPs
- General administrative expenses affected by costs for IT landscape consolidation
  - Roll-out of last IT release carried out successfully in Q3
  - However, further costs to incur in relation with transfer of FMS-WM servicing

Balance sheet Operating balance sheet size of EUR 99 bn remains well below year-end limit of EUR 105 bn required by the EU



### Total assets (IFRS) EUR billions



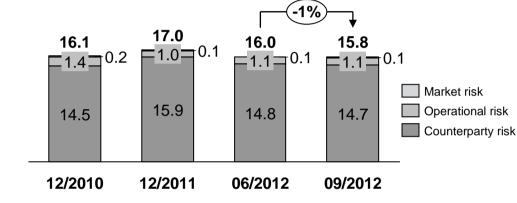
Counter-effects resulting from the asset transfer to FMS-WM Operating balance sheet

- Total balance sheet down by EUR 4 bn, mainly reflecting
  - a further decline of back-to-back derivatives by EUR 1 bn to EUR 2 bn (counter-effects resulting from the asset transfer to FMS-WM)
  - lower central bank investments passed on for FMS-WM (operating balance sheet)

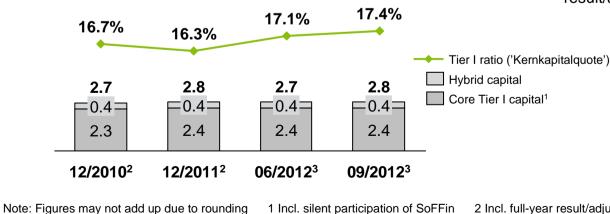
# Capitalisation Tier I ratio (pro-forma) at 17.4%



Pro-forma Risk-Weighted Assets (RWA) **EUR** billions



Pro-forma Tier I capital/ratio (SolvV, German GAAP/HGB) EUR billions



The regulatory capital ratios stated are calculated on an unaudited pro-forma basis. Deutsche Pfandbriefbank AG is according to the 'Waiver Rule' regulated in Sec. 2a KWG (German Banking Act) exempt from calculating the equity capital ratio and the core capital ratio on a sub-group level.

RWA slightly down in Q3, primarily reflecting LGD changes as well as a declined exposure

2 Incl. full-year result/adjustments

Tier I ratio up to 17.4%, given a slightly increased Tier I capital of EUR 2.8 bn (excl. year-to-date result/adjustments)

3 Year-to-date result/adjustments not yet included

Financials

Results Q3 2012, 13<sup>th</sup> November 2012

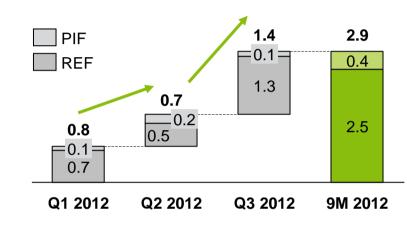
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### New business

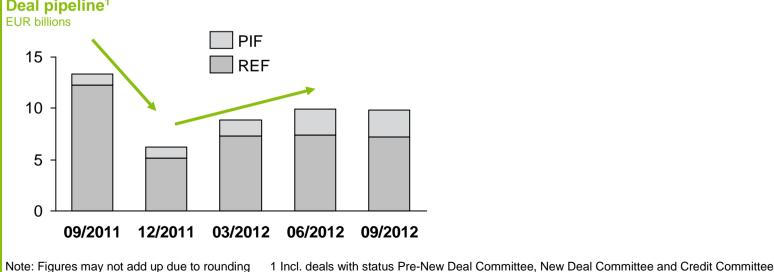
New business gained momentum in Q3 with a volume of EUR 1.4 bn following a restrictive approach end of last year/beginning of this year



Total new business (incl. extensions >1 yr) EUR billions



### **Deal pipeline<sup>1</sup>**

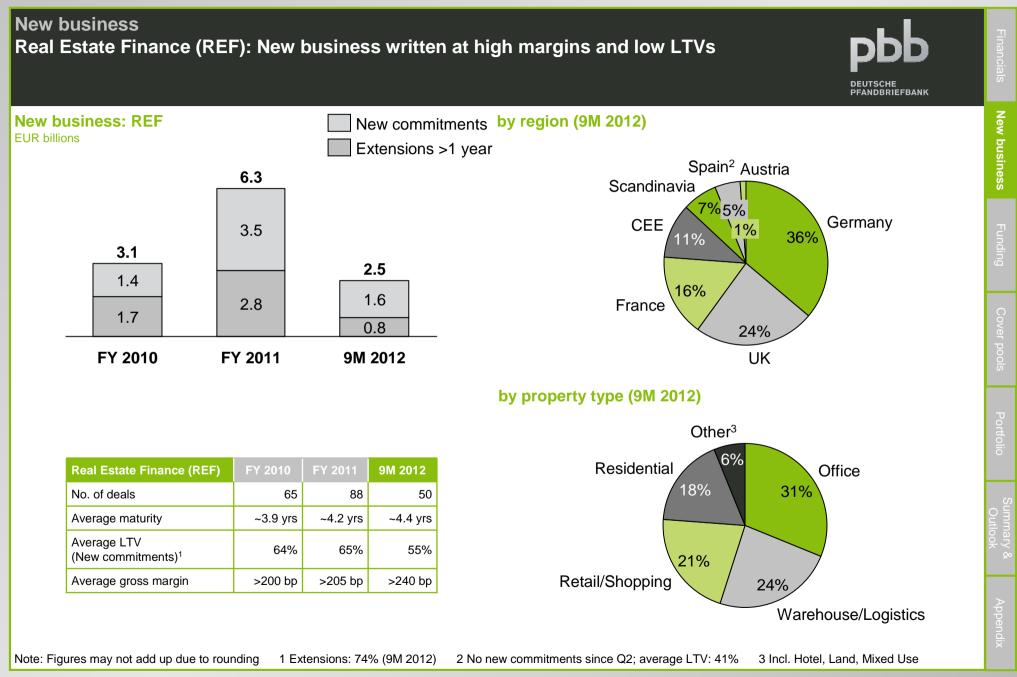


In line with successful funding activities, new deal pipeline has been built up again since beginning of the year and is well stocked

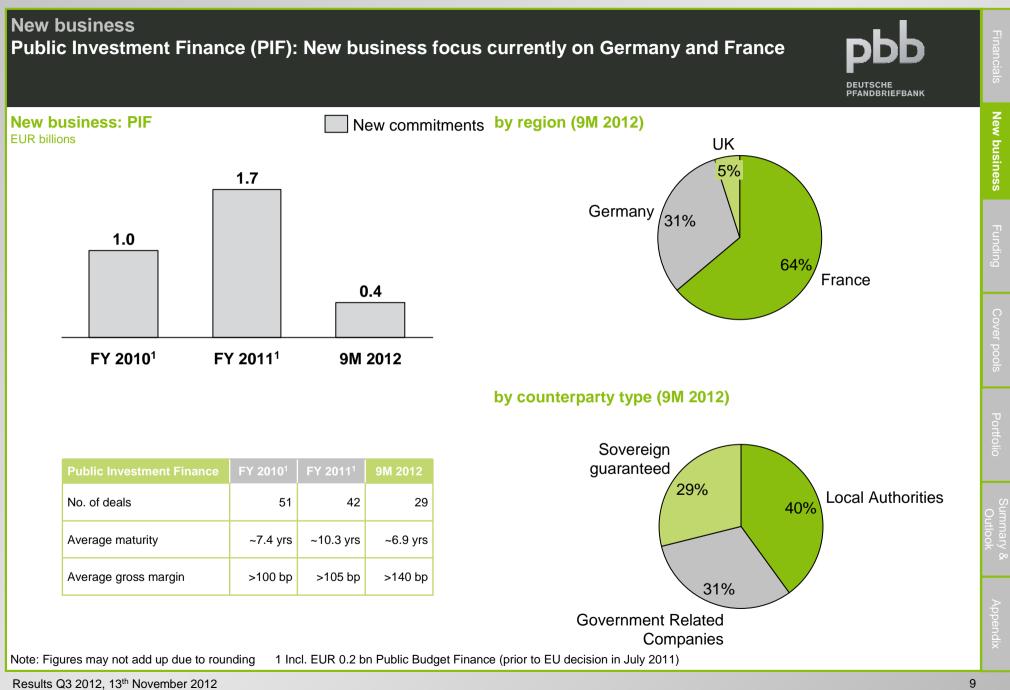
Given an average timelag of ~120 days between take-up of deal into pipeline and closing, new business volumes gained momentum in Q3 and are expected to accelerate further in Q4

Results Q3 2012, 13<sup>th</sup> November 2012

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Results Q3 2012, 13<sup>th</sup> November 2012



# New business pbb strengthens origination presence in Scandinavia and Germany



**Real Estate Finance (REF)** 

**Public Investment Finance (PIF)** 

Core countries with sales locations

New sales location for Scandinavian market

Other strategic countries

Countries	Sales locations
Germany	Munich/Unterschleissheim Frankfurt/Eschborn Berlin (opened Oct 2012) Hamburg (opened Oct 2012)
UK	London
France	Paris
Italy	Rome
Spain	Madrid
Sweden	Stockholm (opened Sep 2012)



- In September, new office location opened in Stockholm
  - From this location, the bank will serve real estate investors on the Scandinavian market
  - The emphasis will initially be on Sweden and Finland
- 3 new office locations in Germany to locally improve customer relations
  - In October, new office locations opened in Berlin and Hamburg
  - It is planned for an office in Düsseldorf to follow at the beginning of 2013

# Funding

Successful funding activities this year highlighted by first public issue of an EUR 500 mio senior unsecured benchmark bond in September

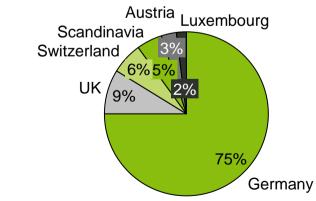
by region

- Funding activities successful this year with total long-term funding volume of EUR 5.7 bn<sup>2</sup> in 9M 2012 and an average maturity of more than 6 years
- Successful re-entry into market for unsecured funding in benchmark format after a period during which pbb focused on private placements
  - First public issuance of an EUR 500 mio (3y) senior unsecured benchmark bond in September (ms+195bp)
    - 121 accounts
    - High granularity with average order volume of EUR ~4 mio
    - Strong investor base in Germany, rest diversified in other Western Europe
    - Not only larger banks attracted, but also smaller retail banks and funds
    - Meanwhile issue has even been successfully tapped by EUR 250 mio (ms+168bp)
  - Last senior unsecured benchmark bond issue of one of pbb's predecessor banks dates back to February 2007

New long-term funding volumes 9M 2012 EUR billions

	secured	unsecured	Total
Public issuances <sup>1</sup>	1.975	0.750	2.725
Private placements	1.868	1.071	2.939
Total	3.843	1.821	5.664
	68%	32%	100%

# Public issuance – EUR 500 mio (3y) senior unsecured benchmark bond



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Funding All recent issues with good performance in the secondary market



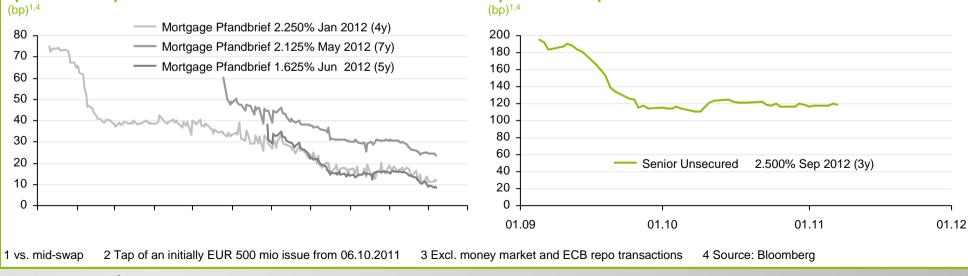
Funding

### Public issuances 9M 2012

Туре	WKN	Launch date	Maturity	Volume	Spread <sup>1</sup>	Coupon	Issue/reoffer price
Mortgage Pfandbrief	A1K0RS	10.01.2012	18.01.2016	EUR 500 mio	+75bp	2.250%	99.970%
Mortgage Pfandbrief (1. Tap) <sup>2</sup>	A1EWJU	22.02.2012	06.10.2016	EUR 100 mio	+57bp	2.625%	102.579%
Mortgage Pfandbrief (1. Tap)	A1K0RS	07.03.2012	18.01.2016	EUR 175 mio	+48bp	2.250%	101.904%
Mortgage Pfandbrief	A1MLUW	24.05.2012	03.06.2019	EUR 500 mio	+60bp	2.125%	99.800%
Mortgage Pfandbrief	A1PGTJ	27.06.2012	04.07.2017	EUR 500 mio	+38bp	1.625%	99.433%
Mortgage Pfandbrief (1. Tap)	A1MLUW	23.07.2012	03.06.2019	EUR 200 mio	+40bp	2.125%	102.806%
Senior Unsecured	A1PG3A	04.09.2012	11.09.2015	EUR 500 mio	+195bp	2.500%	99.852%
Senior Unsecured (1. Tap)	A1PG3A	19.09.2012	11.09.2015	EUR 250 mio	+168bp	2.500%	100.603%

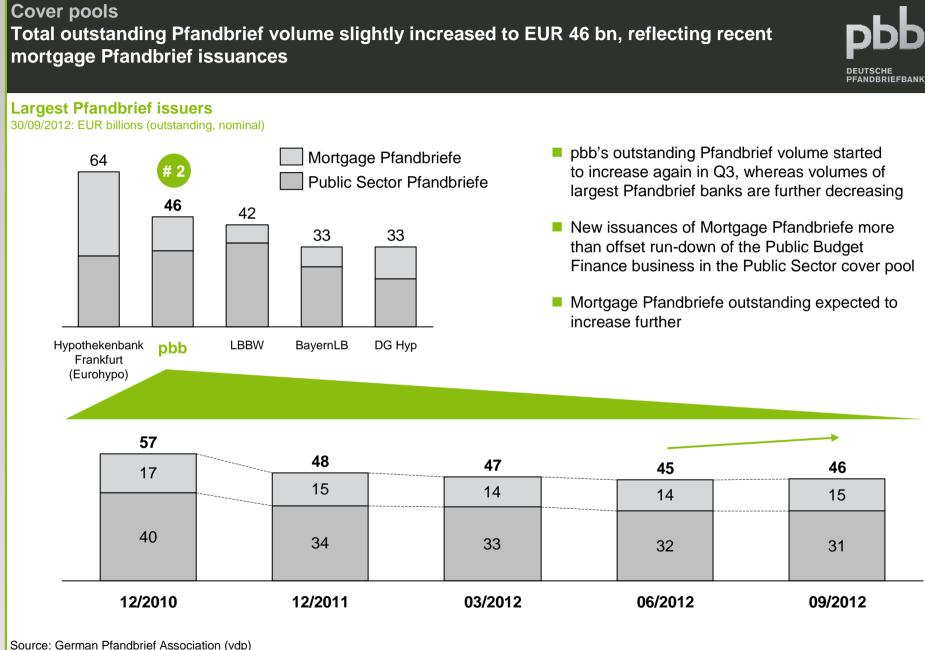
**Spread developments Senior Unsecured** 

# Spread developments Pfandbriefe



Results Q3 2012, 13<sup>th</sup> November 2012

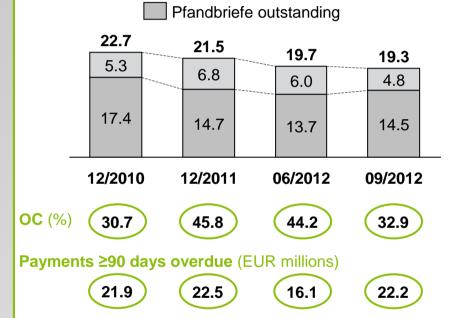
### 12



Source: German Flandbher Association (vo

### Cover pools Previously excessive over-collateralisation in the mortgage cover pool provided basis for new Pfandbrief issuances in Q3

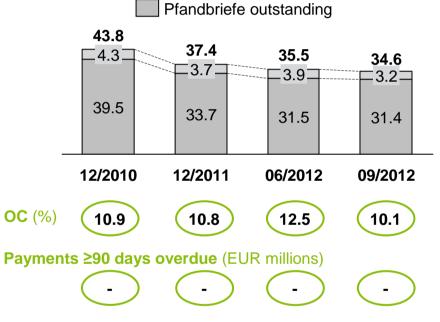
### Mortgage cover pool: Total cover funds EUR billions (nominal)



Over-Collateralisation (OC)

- Over-collateralisation (OC) declined due to recent Pfandbrief issuances as well as maturities in the cover pool
- However, OC of rd. 33% (nominal) still provides comfortable cover for Pfandbriefe outstanding





Over-Collateralisation (OC)

- Pfandbriefe oustanding further decreased, reflecting the run-down of the Public Budget Finance business
- OC of rd. 10% (nominal) still covers exposure to peripheral southern European countries by 87% (06/2012: 89%; 12/2011: 67%)

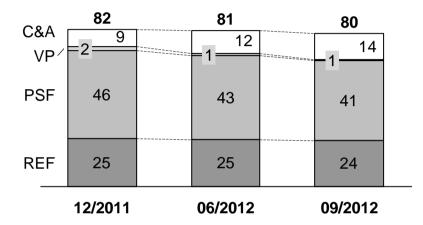
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# Total portfolio Total portfolio (EaD) slightly down to EUR 80 bn, mainly reflecting higher maturities than new business volumes

## Total portfolio

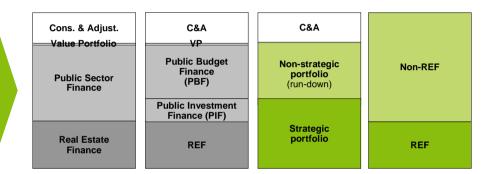
EUR billions (EaD)<sup>1,2</sup>



- Total portfolio (EaD) slightly down maturities in the existing portfolio higher than new business volumes (REF + PSF)
- Increase in C&A ('Consolidation&Adjustments') mainly reflects higher exposure with German Central Bank

C&A includes all non-lending business exposure (e.g. assets for bank steering and asset-liability management purposes)

1 Excl. FMS-WM guaranteed exposure, back-to-back derivatives and pass-through funding 2 Incl. FMS-WM bonds (09/2012: EUR 1.3 bn; 06/2012: EUR 2.2 bn; 12/2011: EUR 3.0 bn)



**Exposure in selected countries** Non-REF: Exposure to southern-European peripheral countries further reduced in Q3 due to maturities DEUTSCHE PFANDBRIEFBANK Non-REF: Exposure in selected countries by counterparty types EUR billions (EaD)<sup>1</sup> 5.0 4.5 4.5 4.3 4.1 4.1 3.0 2.2 2.2 2.0 2.2 () 2.2 2.0 1.6 1.6 0.3 1.7 0.2 1.7 1.2 1.7 1.9 1.8 0.4 0.4 =0.1= .1 =0.1 0.9  $\begin{bmatrix} 0.2 \\ 0.4 \end{bmatrix}$  $\begin{bmatrix} 0.2 \\ 0.4 \end{bmatrix}$ 0.4 0.7 0.6 0.0 0.0 0.0 0.0 0.0 0.0 06 06/2012 09/2012 06/2012 09/2012 06/2012 09/2012 06/2012 09/2012 06/2012 09/2012 12/2011 12/2011 12/2011 12/2011 12/2011 Ireland Greece Portugal Italy Spain Total exposure to southern European peripheral countries considerably reduced since beginning of the year due to maturities and active portfolio Sovereign Local Authorities management Financial Institutions<sup>2</sup> No exposure to Ireland, Greece and Spanish Public Sector Entities Sovereign GRC/GRI and others

Sovereign exposure to Italy expected to decline further by year-end 2012, given maturities of EUR 0.8 bn Portfolio

#### **Problem loans** Total problem loans reduced in Q3 due to active management DEUTSCHE PFANDBRIEFBANK **Total problem loans REF problem loans** Non-REF Workout loans<sup>1</sup> EUR billions (EaD) EUR billions (EaD) REF Restructuring loans<sup>2</sup> 1.6 1.5 1.4 0.1 =1.3 0.0 1.3 1.2 1.2 1.2 =0.1 =0.0 =0.0 =0.0-⊏0.1= =0.0 =1.5 1.5 1.3 1.3 1.2 1.2 1.2 1.1 12/2010 12/2011 06/2012 09/2012 12/2010 12/2011 06/2012 09/2012 09/2012: EUR 1.2 bn Total problem loans reduced in Q3 by EUR 0.3 bn by region to EUR 1.3 bn (82 individual cases), mainly due to Austria Japan Netherlands - successful workout activities (REF) and a 4% Spain rescue acquisition 3%

France

11%

30%

UK

- a recovery of a counterparty (Non-REF)
- However, problem loans still adequately covered:
  - Non-REF (EUR 25 mio): ~72%
  - REF (EUR 1.2 bn): ~27%

Note: Figures may not add up due to rounding

1 No signs that the deal will recover soon, compulsory measures necessary

2 Payments more than 90 days overdue or criteria acc. to respective policy apply

Germany

43%

Portfolic

#### Results Q3 2012, 13<sup>th</sup> November 2012

Portfolio strictly monitored – exposure to peripheral southern European countries as well as

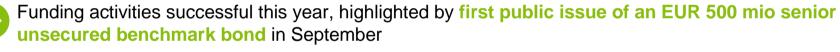
problem loans reduced due to maturities and active management

## Summary and outlook

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After nine month, pre-tax profit of EUR 100 mio already at lower end of full-year target range of EUR 100-140 mio New business gained momentum in Q3 following a restrictive approach at the end of last year/ beginning of this year and is expected to accellerate further in Q4

However, it will be difficult to make up for the lower new business volumes of H1 2012

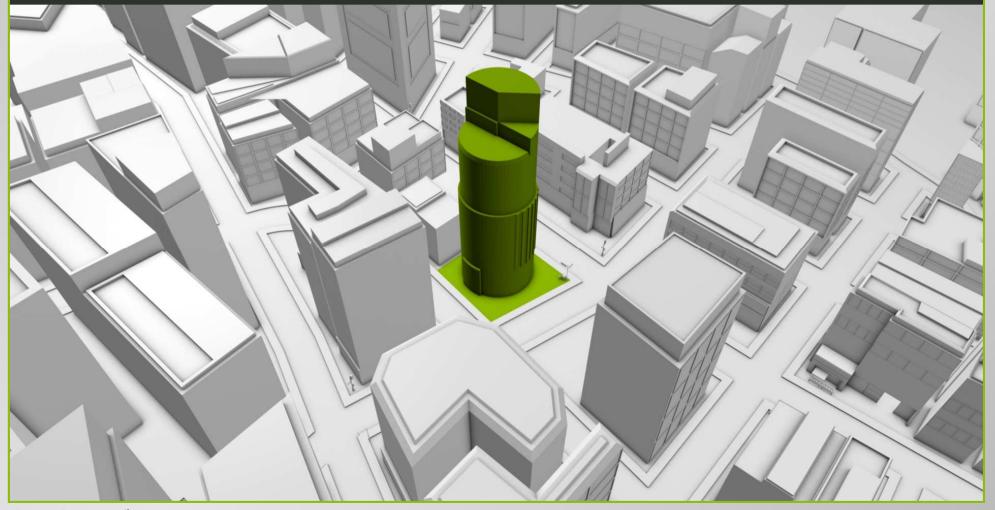


# Appendix

PUBLIC SECTOR FINANCE REAL ESTATE FINANCE



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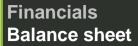
Results Q3 2012, 13<sup>th</sup> November 2012

# Financials Income statement

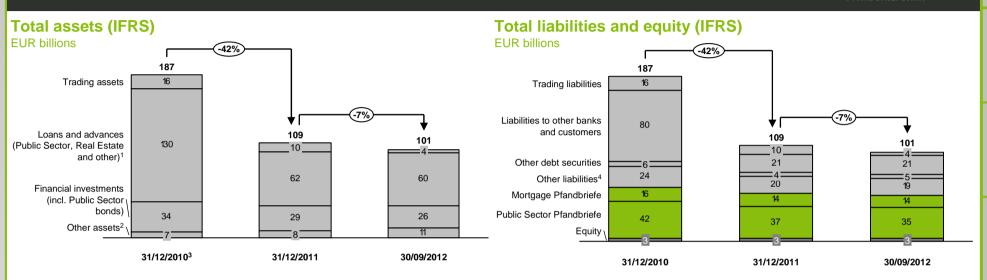


### Income statement (IFRS) EUR millions

1013	FY 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011	Q1 2012	Q2 2012	Q3 2012	9M 2012
Operating revenues	652	131	162	129	104	526	103	120	130	353
Net interest and similar income	600	97	95	101	78	371	76	74	72	222
Net commission income	-10	14	5	6	7	32	3	3	14	20
Net trading income	77	-8	8	4	-12	-8	0	-2	1	-1
Net income from financial investments	-17	-1	0	0	4	3	-4	9	6	11
Net income from hedge relationships	-45	-15	-12	-7	-22	-56	-2	-1	3	0
Balance of other operating income/expenses	47	44	66	25	49	184	30	37	34	101
Provisions for losses on loans and advances	-443	2	-1	1	10	12	-4	-5	7	-2
General administrative expenses	-352	-81	-93	-87	-96	-357	-78	-86	-89	-253
Balance of other income/expenses	8	0	0	0	7	7	0	1	1	2
Pre-tax profit/loss	-135	52	68	43	25	188	21	30	49	100





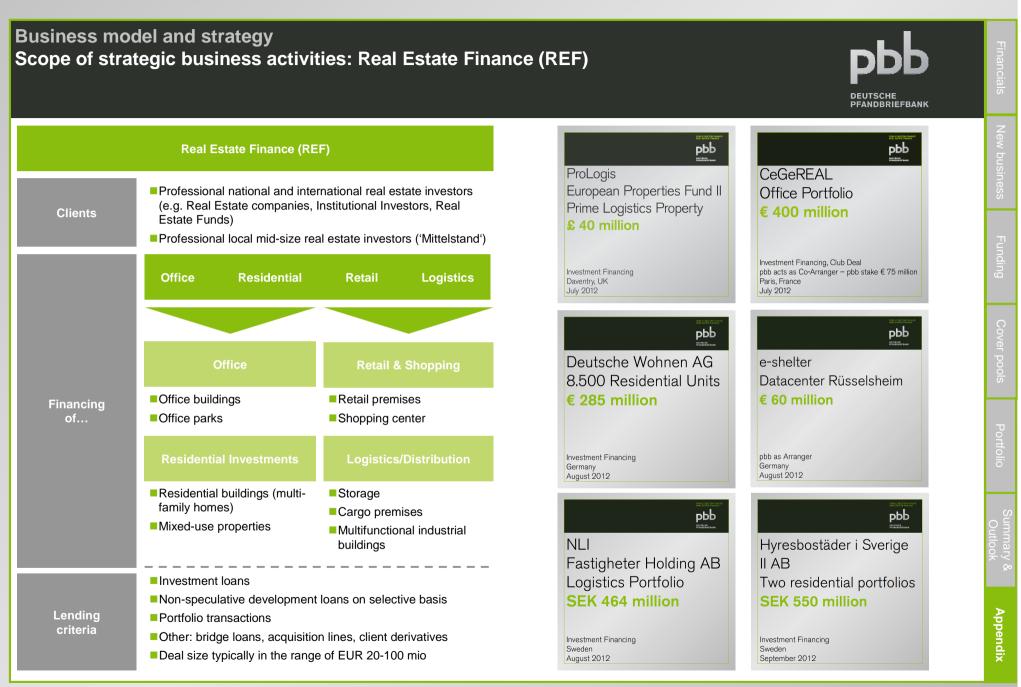


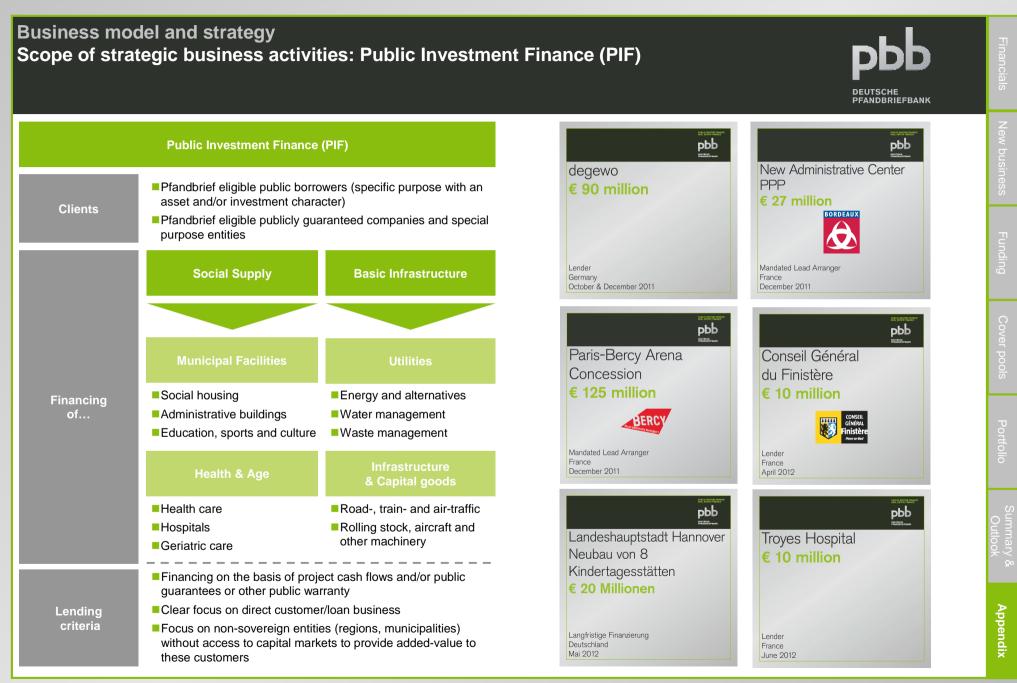
Note: Figures may not add up due to rounding

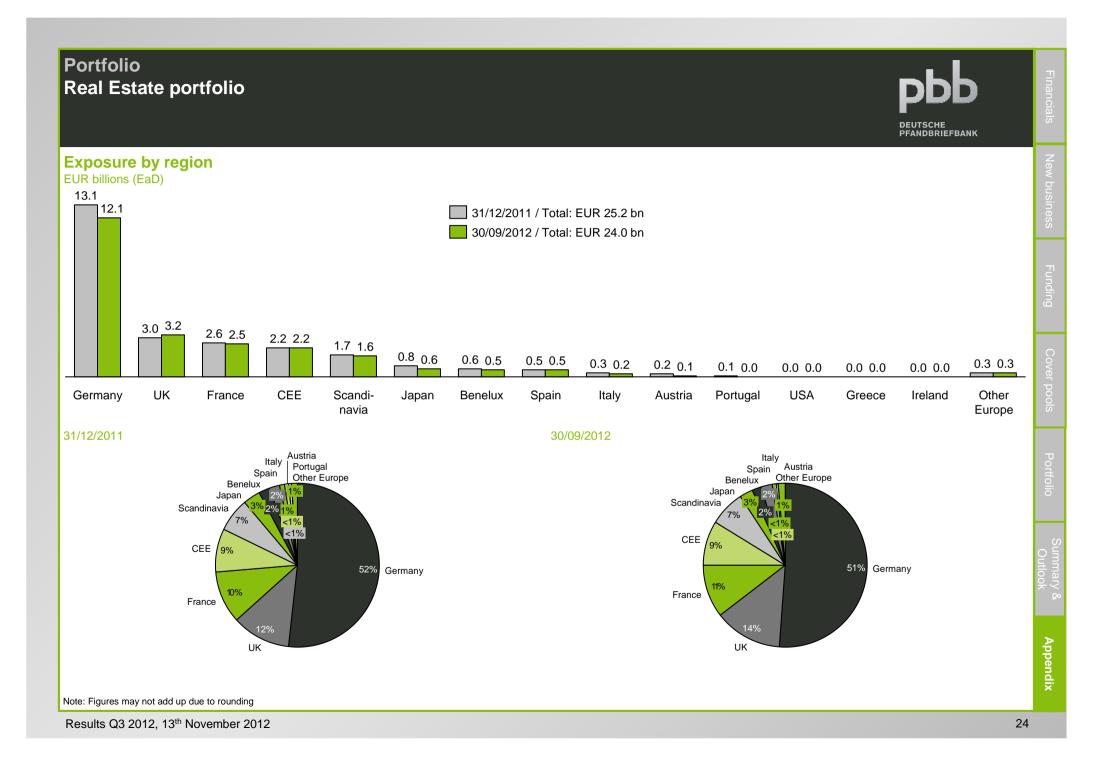
1 Incl. allowances for losses on loans and advances

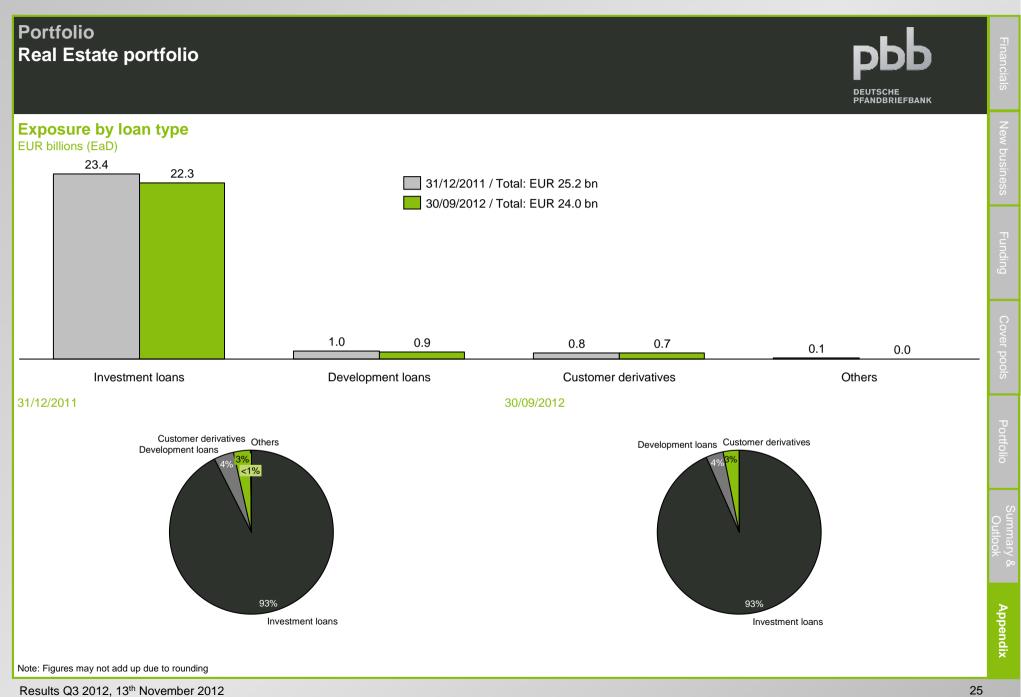
2 Cash reserve, other assets (esp. positive market values of hedging derivatives), income tax assets

3 Incl. reclassification of securities from 'Loans and advances' to 'Financial investments' for the purpose of consistent reporting of all securities with IFRS category LaR in the same balance sheet position 4 Provisions, other liabilities (esp. negative market values of hedging derivatives), income tax liabilities, subordinated capital





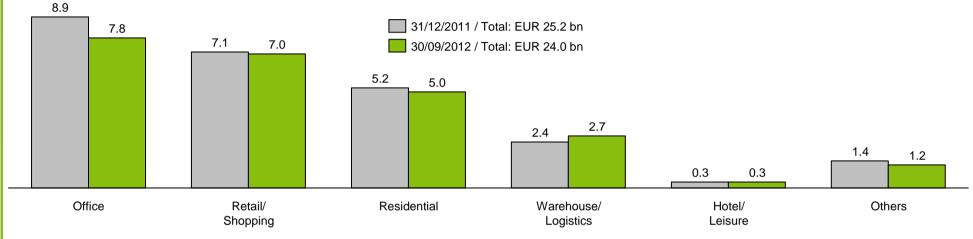




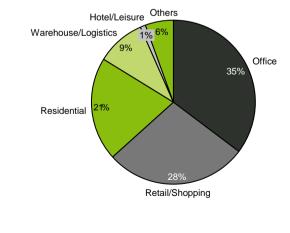
# Portfolio Real Estate portfolio



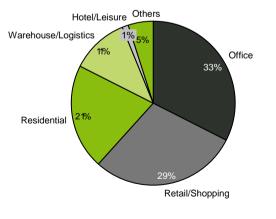
### Exposure by property type EUR billions (EaD)



31/12/2011



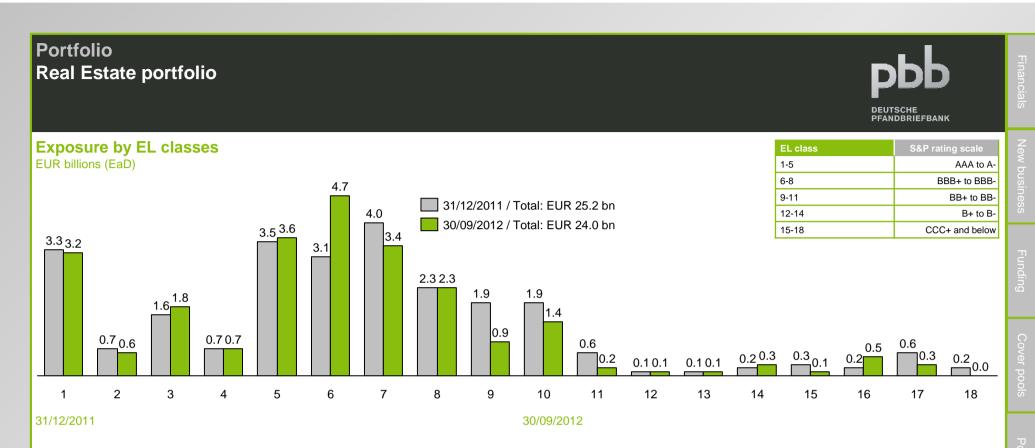
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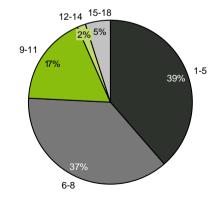


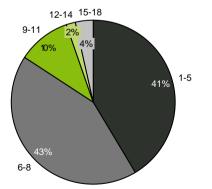
Note: Figures may not add up due to rounding

Results Q3 2012, 13<sup>th</sup> November 2012

Appendix







Note: Figures may not add up due to rounding

Results Q3 2012, 13<sup>th</sup> November 2012

Appendix

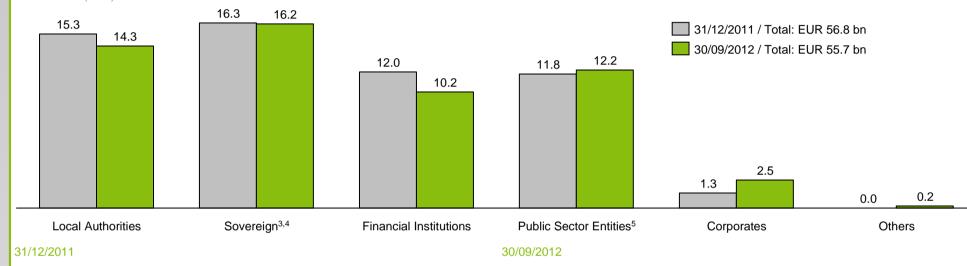
#### Portfolio Non-Real Estate portfolio DEUTSCHE PFANDBRIEFBANK **Exposure by region** EUR billions (EaD)<sup>1,2</sup> 26.5 24.1 31/12/2011 / Total: EUR 56.8 bn 30/09/2012 / Total: EUR 55.7 bn 6.9 6.3 5.2 5.5 <sup>5.0</sup>\_4.0 4.5 4.2 2.1 2.3 2.0 1.6 1.8 1.8 1.0 0.8 1.0 <sub>0.2</sub> 1.0 0.7 0.8 0.8 0.6 0.6 0.3 0.3 0.5 0.3 0.0 0.0 Germany<sup>3</sup> Austria France Italy Spain Portugal CEE UK USA Ireland<sup>4</sup> Benelux Japan Scandi-Greece Other Rest of the World navia Europe 31/12/2011 30/09/2012 Japan Japan Scandinavia -Scandinavia Benelux Other Europe Other Europe Benelux. Ireland<sup>4.</sup> Rest of the World Rest of the World Ireland<sup>4</sup> USA USA UK UK CEE CEE Portugal 3% Portugal Spain Germany 8% 42% Spain 8% 47% Germany Italy 9% Italy 10% 9% France 12% France Appendix Austria Austria Note: Figures may not add up due to rounding 1 Excl. FMS-WM guaranteed exposure, back-to-back derivatives and pass-through funding 2 Incl. FMS-WM bonds (31/12/2011: EUR 3.0 bn; 30/09/2012: EUR 1.3 bn) 3 Incl. accounts with German Central Bank (31/12/2011: EUR 1.6 bn; 30/09/2012: EUR 6.3 bn) 4 Only exposure to other entities of HRE Group Results Q3 2012, 13th November 2012

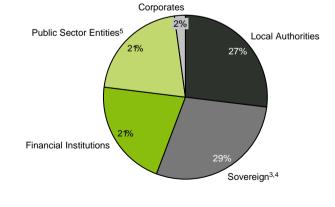
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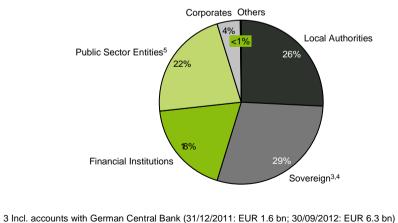
# Portfolio Non-Real Estate portfolio



### Exposure by counterparty type EUR billions (EaD)<sup>1,2</sup>







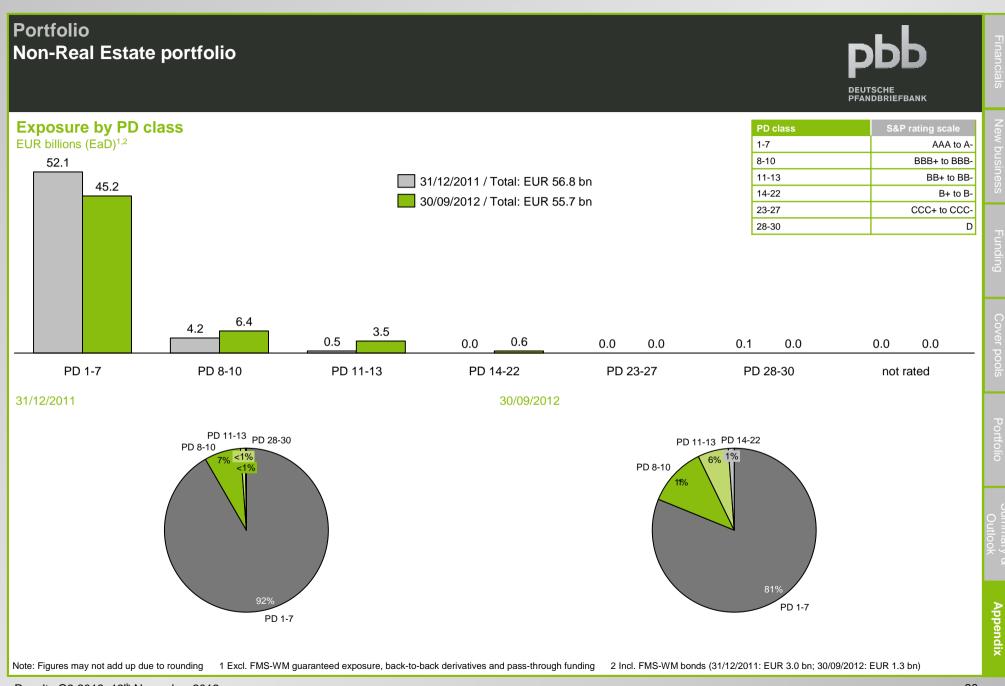
4 Incl. Government Related Companies/Institutions (e.g. airports, healthcare, private/public education, water/sewage)

5 Entities with explicit or implicit financial support from a tax raising authority

Note: Figures may not add up due to rounding 1 Excl. FMS-WM guaranteed exposure, back-to-back derivatives and pass-through funding 2 Incl. FMS-WM bonds (31/12/2011: EUR 3.0 bn; 30/09/2012: EUR 1.3 bn)

Results Q3 2012, 13th November 2012

Appendix

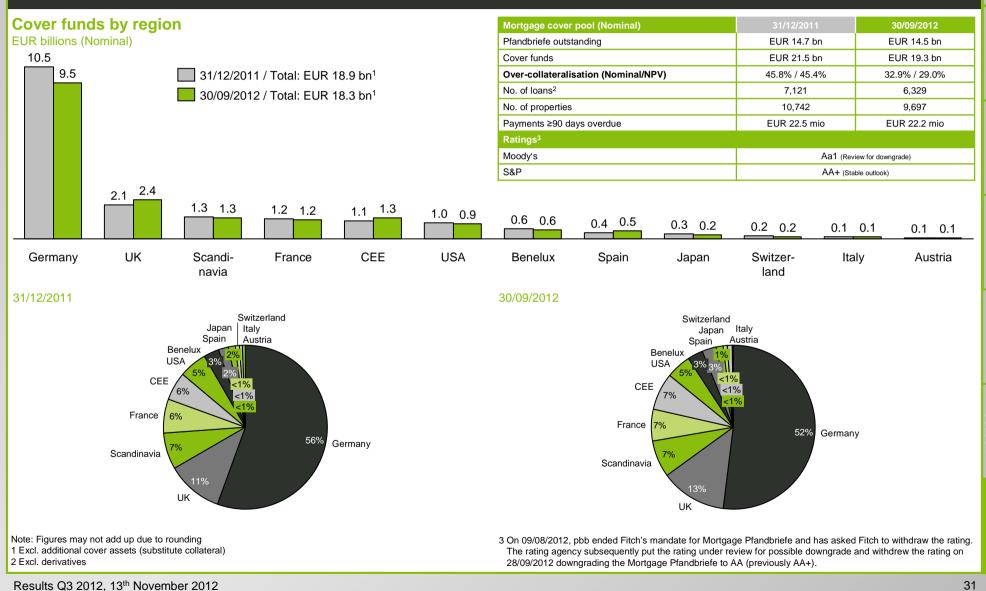


Results Q3 2012, 13<sup>th</sup> November 2012

## Cover pools Mortgage cover pool

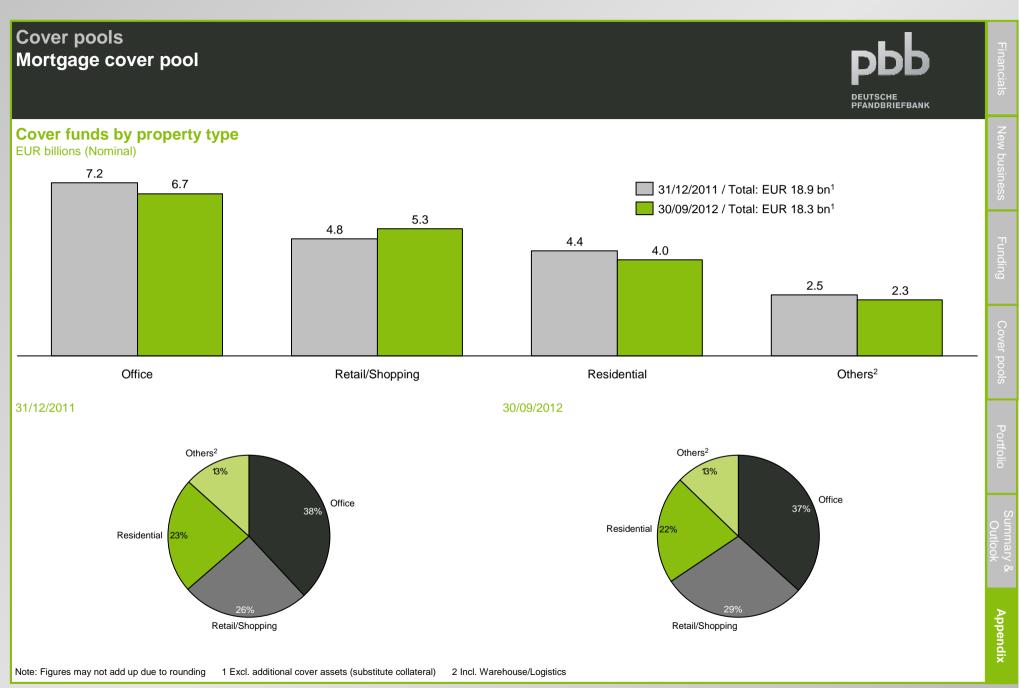


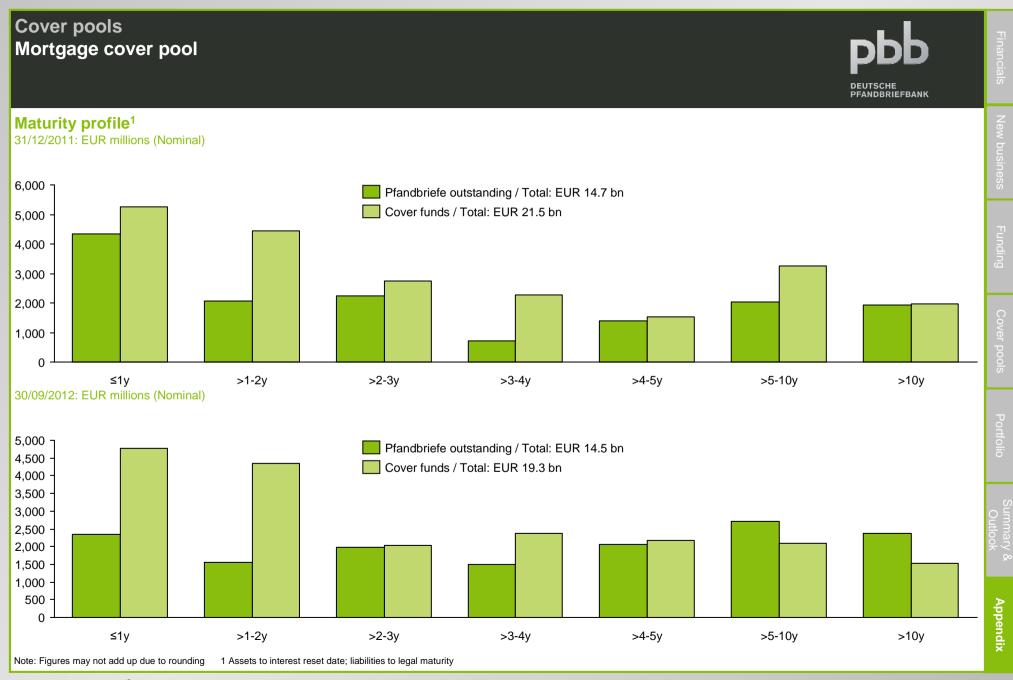
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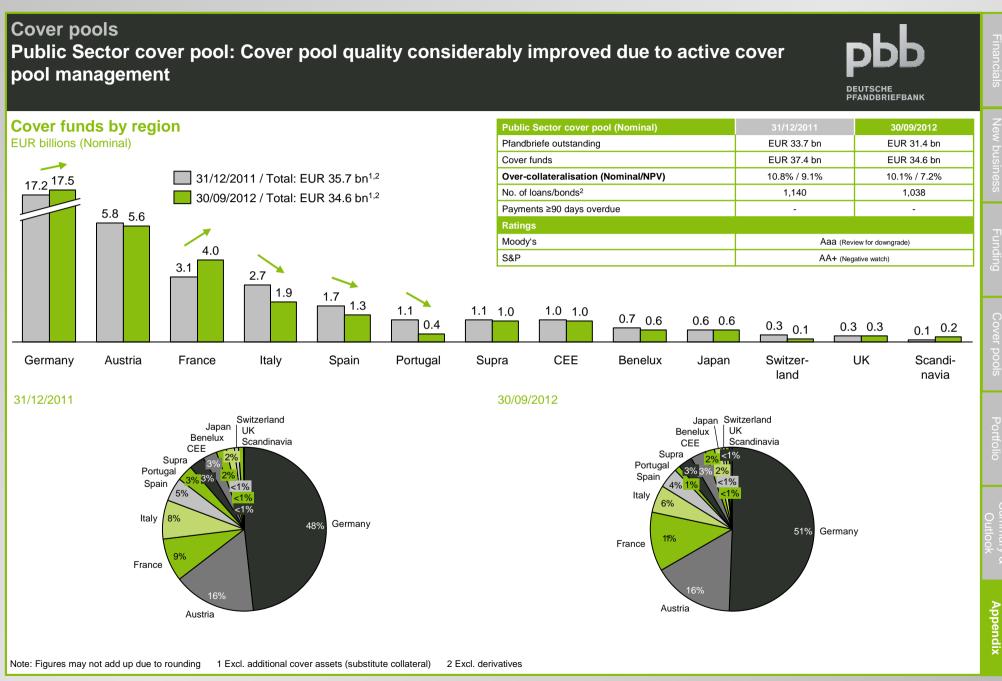


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Appendix





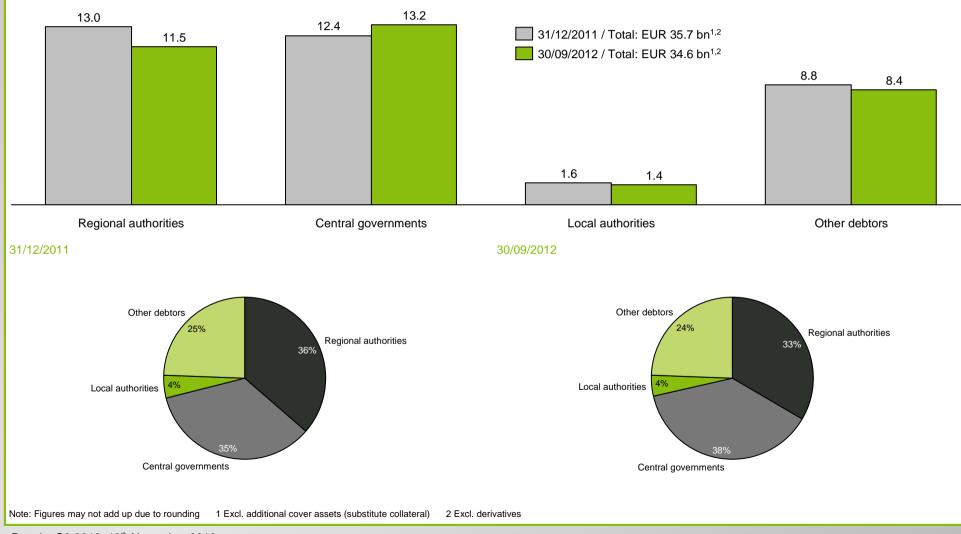


# Cover pools Public Sector cover pool

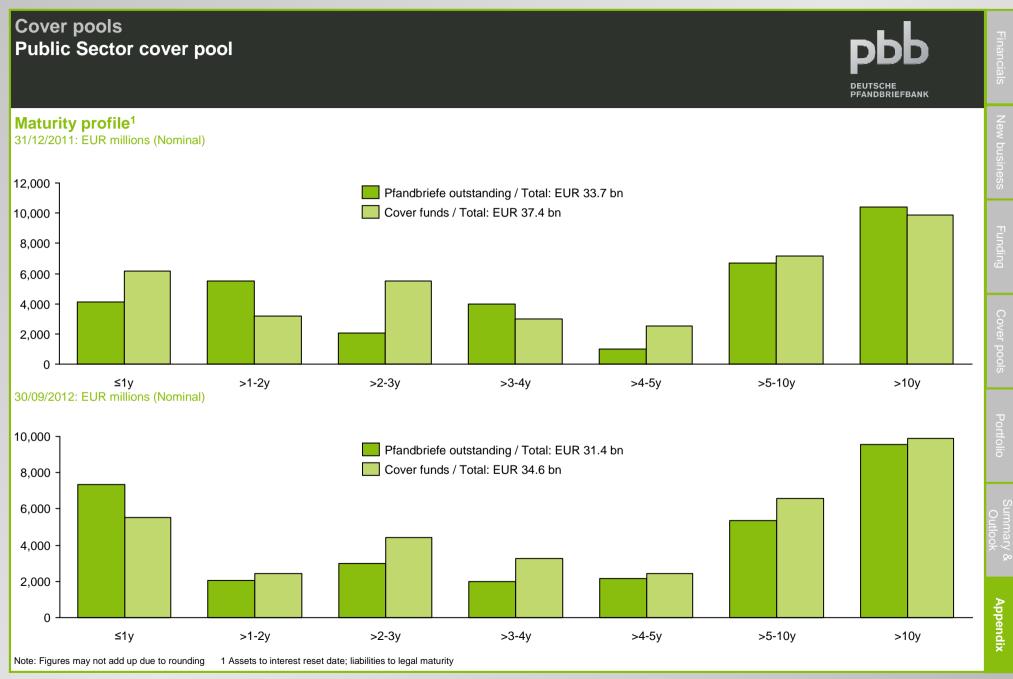


#### DEUTSCHE PFANDBRIEFBANK

### Cover funds by counterparty type EUR billions (Nominal)



Appendix



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