### Preliminary Unaudited Results 2013: Key financial targets exceeded and strategic priorities successfully reached

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PUBLIC SECTOR FINANCE REAL ESTATE FINANCE

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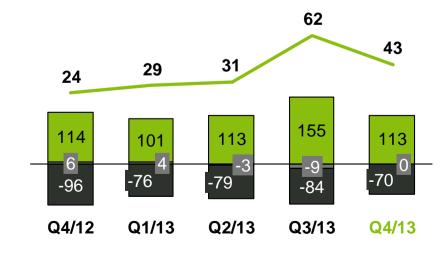
| Earnings                | Pre-tax profit of EUR 165 mn up 33% y-o-y (2012: EUR 124 mn) and well above initial full-year target of EUR >100 mn, also benefiting from one-off effects (target raised to EUR >150 mn in October)   |
|-------------------------|---|
| Capital                 | Capitalisation further strengthened – Tier I ratio (Basel II, pro-forma) at 20.3%, full-year profit 2013 not yet included (12/2012: 18.9%)  |
| New<br>business         | Origination power proven with total new business volume up 46% to EUR 8.2 bn (2012: EUR 5.6 bn) at attractive risk-return profile   |
| Funding                 | <ul> <li>Strong new long-term funding of EUR 7.7 bn (2012: EUR 6.5 bn) at significantly decreased average spread level</li> <li>LTRO (EUR 4 bn) fully repaid by February 2013</li> </ul>  |
| Portfolio               | <ul> <li>Total portfolio down to EUR 66.9 bn (-11%), primarily reflecting the planned run-down of the non-strategic Public Budget Finance portfolio</li> <li>Problem loans reduced to EUR 940 mn (-14%) – hardly any workout loans (EUR 6 mn)</li> </ul>  |
| Strategic<br>priorities | <ul> <li>Deposit business launched in March 2013 – online-platform 'pbbdirekt.com' well accepted by the market with overnight and term deposits of over EUR 1 bn by March 2014</li> <li>FMS-WM servicing terminated and related staff transferred to FMS-WM's servicing entity by end of September</li> <li>pbb target model fully implemented – measures undertaken to increase competitiveness</li> </ul> |

#### Income Statement (IFRS) Pre-tax profit of EUR 165 mn up 33% y-o-y and well above initial full-year target of EUR >100 mn, also benefiting from one-off effects

#### Pre-tax profit

EUR millions





#### Key drivers 2013:

- Operating revenues slightly up, driven by the following effects
  - Increased profitability of the lending portfolio
  - EUR 92 mn one-off gain from the sale of a restructured property
  - EUR 55 mn negative one-off effects from derivative valuation
  - EUR 46 mn lower fee income from FMS-WM servicing (terminated end of September)
- LLPs required for only a few individual cases
- General administrative expenses significantly reduced due to
  - strict cost discipline
  - termination of FMS-WM servicing and transfer of related staff by end of September



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79

Q1/13

74

Q4/12

#### **Income Statement (IFRS)** Income/expenses from lending business driven by increased profitability of the portfolio and low level of loan-loss provisions

87

0

Q4/13

79

-9

Q3/13

#### **Income/Expenses from Lending Business**

EUR millions

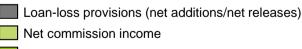
|   | 2012 | 2013 |
|---|------|------|
| Net interest and similar income             | 296  | 319  |
| thereof: one-off effects                    | 17   | 27   |
| Net commission income                       | 23   | 9    |
| Provisions for losses on loans and advances | 4    | -8   |

74

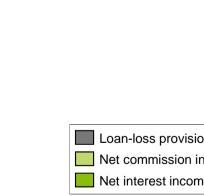
Q2/13

#### Key drivers 2013:

- New business margins on average higher than in the existing portfolio
- Higher positive one-off effects (e.g. gains from buy-back of debt instruments, prepayment fees)
- Lower fee income extraordinary high backend/exit fees in 2012
- LLPs required for only a few individual cases



Net interest income and similar



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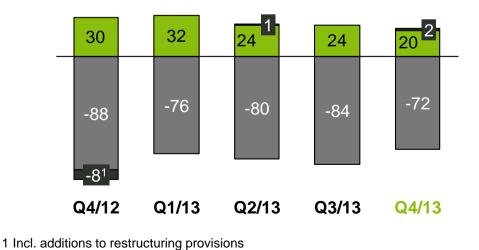
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#### Income Statement (IFRS) Income/expenses from further business activities dominated by FMS-WM servicing related effects



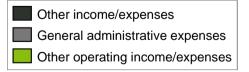
#### Income/Expenses from Further Business Activities EUR millions

|   | 2012             | 2013            |
|---|------------------|-----------------|
| Balance of other operating income/expenses                  | 131              | 100             |
| thereof: FMS-WM servicing<br>IT services DEPFA<br>Bank levy | 106<br>40<br>-24 | 60<br>36<br>-11 |
| General administrative expenses                             | -341             | -312            |
| Balance of other income/expenses                            | -6               | 3               |



#### Key drivers 2013:

- EUR 46 mn lower fee income from FMS-WM servicing
- Bank levy lower 2012 included additional payments for 2011
- Strict cost discipline
- Termination of FMS-WM servicing and transfer of related staff by end of September (12/2013: 803 FTE; 09/2013: 913 FTE)
- Restructuring provisions EUR 6 mn (release) in Q4/13 vs. EUR -8 mn (additions) in Q4/12



Financials

#### Income Statement (IFRS) Income/expenses from financial instruments driven by one-off effects



#### **Income/Expenses from Financial Instruments**

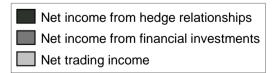
EUR millions

|                                       | 2012 | 2013 |
|---------------------------------------|------|------|
| Net trading income                    | 10   | -51  |
| Net income from financial investments | 13   | 96   |
| Net income from hedge relationships   | -6   | 9    |

# 2 4 97 1 10 97 -6 -12 -51 -12 -51 Q4/12 Q1/13 Q2/13 Q3/13 Q4/13

#### Key drivers 2013:

- EUR 55 mn negative one-off effect from change to Overnight Index Swaps (OIS) discounting and termination of a derivative in Q3
- EUR 92 mn gain from sale of a restructured property in Q3
- Hedge-inefficiencies
- No more financial instruments in the valuation category dFVTPL

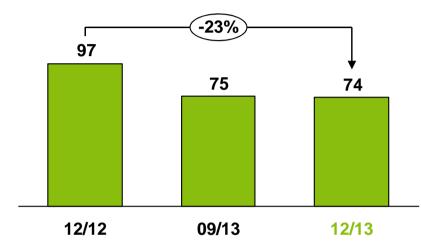


#### Balance Sheet (IFRS) FMS-WM related effects almost completely managed down



#### **Total Assets**

EUR billions



#### Key drivers 2013:

- Hardly any FMS-WM related assets remaining on pbb's balance sheet
  - Only EUR 18 mn back-to-back derivatives left (12/12: EUR 1.0 bn)
  - No more liquidity investments for FMS-WM (12/12: EUR 0.5 bn)
  - EUR 2.2 bn FMS-WM bonds<sup>1</sup> redeemed at final maturity in Mar 2013
  - FMS-WM's 'hinkende Unterbeteiligung' in mortgage cover pool loans terminated at a book value of EUR 6.4 bn in August (12/12: EUR 7.5 bn)<sup>2</sup>
- LTRO (EUR 4 bn) fully repaid by Feb 2013
- Further reduction primarily reflects the planned run-down of the non-strategic Public Budget Finance assets

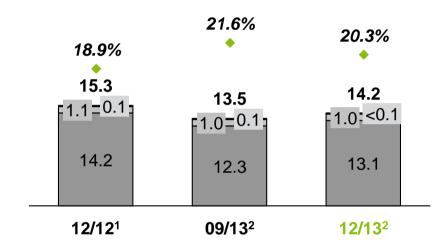
1 Bonds which were issued by FMS-WM and which were provided in connection with the pro-rata compensation demanded for the transferred assets and liabilities 2 For further details, please see appendix

#### Capitalisation Capitalisation further strengthened – Tier I ratio (Basel II, pro-forma) at 20.3%, full-year profit 2013 not yet included



#### **RWA/Tier I ratio**

EUR billions (SolvV, German GAAP/HGB)





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

#### Key drivers 2013:

- Tier I ratio up y-o-y on the basis of reduced RWA and stable Tier I capital of EUR 2.9 bn (full-year profit 2013 not yet included)
- RWA reduction primarily due to LGD-changes, which were partly offset by new business (net of repayments)
- In Q4, EUR 1 bn RWA increase from change to full IRBA
- EU requires a full retention of profits until a privatisation to pay back the silent participation of SoFFin

Note: Figures may not add up due to rounding

1 Full-year profit 2012 included

2 Year-to-date profit not yet included

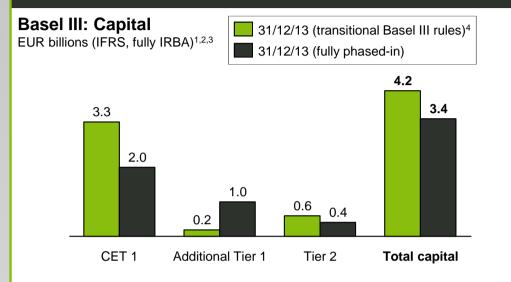
3 Incl. SoFFin silent participation (EUR 129 mn) and hybrid capital (EUR 350 mn)

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Financials

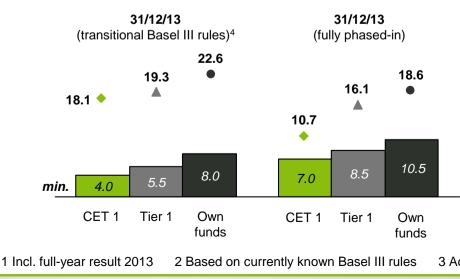
#### Capitalisation [UPDATED] Basel III: Simulation of capital ratios – update based on final annual results 2013





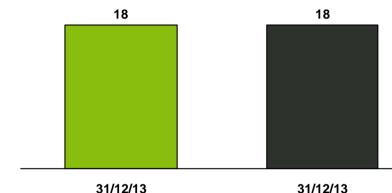
#### **Basel III: Capital Ratios**

% (IFRS, fully IRBA)<sup>1,2,3</sup>



Basel III: RWA

EUR billions (IFRS, fully IRBA)<sup>2,3</sup>



31/12/13 (transitional Basel III rules)<sup>4</sup>

31/12/13 (fully phased-in)

#### **Basel III implications:**

- pbb with solid capital ratios under Basel III (fully phased-in)
  - EUR 350 mn hybrid capital not eligible in Additional Tier 1
  - SoFFin silent participation to be recognised with EUR 1 bn (IFRS) in Additional Tier 1
  - RWA to increase due to Basel III/IFRS effects
- Basel III leverage and liquidity requirements expected to be fulfilled

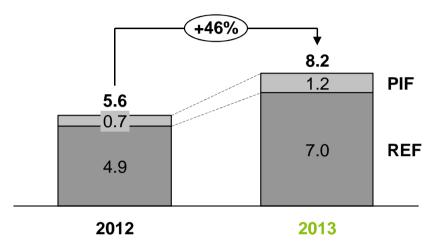
3 Actual figures may vary significantly from simulation 4 Basel III rules applicable as of 01/01/2014

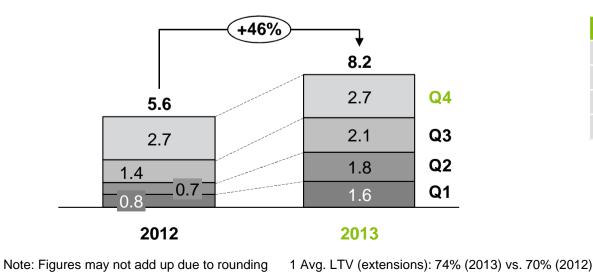
#### New Business Origination power proven with total new business volume up 46% to EUR 8.2 bn at attractive risk-return profile

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#### **Total New Business**

EUR billions (Commitments, incl. extensions >1 yr)





| REF  | 2012     | 2013     |
|--|----------|----------|
| Total volume                               | € 4.9 bn | € 7.0 bn |
| New commitments                            | € 2.9 bn | € 5.3 bn |
| Extensions >1 year                         | € 2.0 bn | € 1.7 bn |
| No. of deals                               | 79       | 131      |
| Average maturity                           | ~4.5 yrs | ~4.4 yrs |
| Average LTV (New commitments) <sup>1</sup> | 56%      | 61%      |
| Average gross margin                       | >225 bp  | >225 bp  |

Avg. LTV (new commitments) of 61% in 2013 on sound level – lower avg. LTV (new commitments) of 56% in 2012 reflects very selective new business approach in the light of strained funding markets in H1/12

| PIF                  | 2012     | 2013     |
|----------------------|----------|----------|
| Total volume         | € 0.7 bn | € 1.2 bn |
| No. of deals         | 42       | 34       |
| Average maturity     | ~7.0 yrs | ~8.1 yrs |
| Average gross margin | >140 bp  | >100 bp  |

Lower avg. gross margin of >100 bp in 2013 reflects higher share of Germany (38%) and Nordic countries (10%) – 2012: 77% France Financials

#### New Business Real Estate Finance (REF): New business focus on Germany and other selective European countries



2013

54%

16%

8%

9%

6%

6%

<1%

100%

12.1

3.5

1.8

2.1

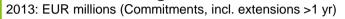
1.4

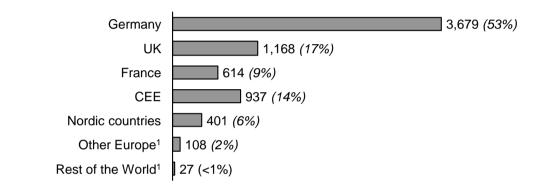
1.3

0.1

22.5

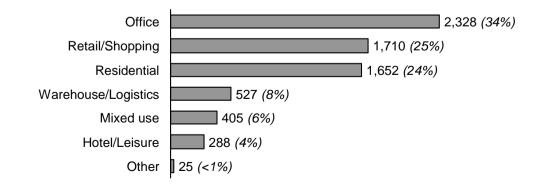
#### New Business: Regions





#### New Business: Property Types

2013: EUR millions (Commitments, incl. extensions >1 yr)



Note: Figures may not add up due to rounding 1 ES: 87 mn; IT: EUR 16 mn; NL: EUR 4 mn; JPN: EUR 27 mn

#### Total Portfolio: Property Types

**Total Portfolio: Regions** 

Germany

France

Nordic countries

Rest of the World

Other Europe

CFF

Total

UK

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

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

|                     | <b>2012</b> <sup>3</sup> |      | 2013 |      |
|---------------------|--------------------------|------|------|------|
| Office              | 7.5                      | 32%  | 7.0  | 31%  |
| Retail/Shopping     | 6.1                      | 26%  | 6.2  | 28%  |
| Residential         | 5.0                      | 21%  | 4.9  | 22%  |
| Warehouse/Logistics | 2.8                      | 12%  | 1.8  | 8%   |
| Mixed use           | 1.0                      | 4%   | 1.0  | 5%   |
| Hotel/Leisure       | 0.3                      | 1%   | 0.4  | 2%   |
| Other               | 1.0                      | 4%   | 1.2  | 5%   |
| Total               | 23.7                     | 100% | 22.5 | 100% |

2012

51%

14%

9%

9%

7%

7%

2%

100%

12.1

3.4

2.2

2.2

1.6

1.6

0.6

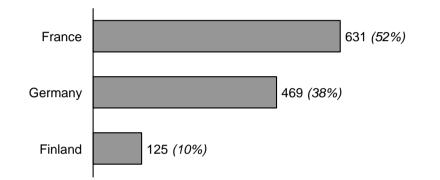
23.7

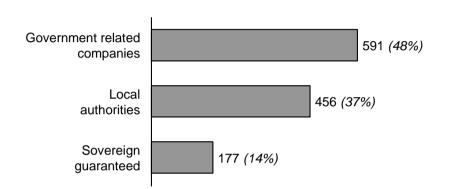
2 Excl. FMS-WM guaranteed exposure and back-to-back derivatives 3 restated; new property type 'Mixed use'

#### New Business Public Investment Finance (PIF): New business focus on France, Germany and Nordic countries

#### **New Business: Regions**

2013: EUR millions (Commitments, incl. extensions >1 yr)





#### New Business: Counterparty Types

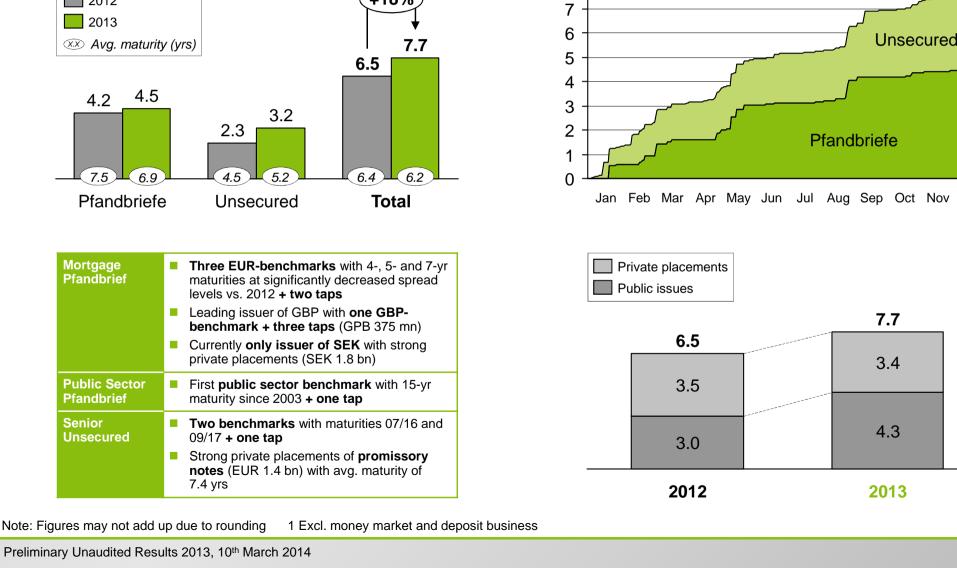
2013: EUR millions (Commitments, incl. extensions >1 yr)

New Business

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Note: Figures may not add up due to rounding

#### Preliminary Unaudited Results 2013, 10th March 2014



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#### Funding Strong new long-term funding of EUR 7.7 bn with six public benchmark transactions – EUR 4 bn LTRO fully repaid

#### New Long-term Funding<sup>1</sup>

Mortgage

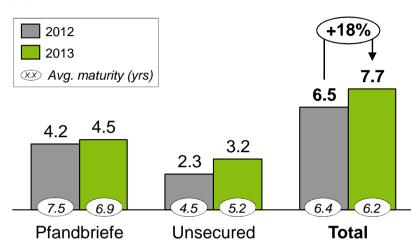
Pfandbrief

**Pfandbrief** 

Unsecured

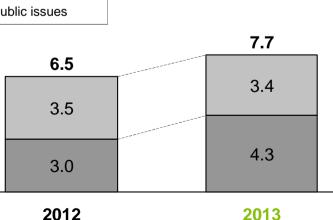
Senior

EUR billions



|      | ,     |     |     | _   |  |  |
|------|-------|-----|-----|-----|--|--|
| fand | brief | е   |     |     |  |  |
| Aug  | Sep   | Oct | Nov | Dec |  |  |

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#### Deposit business launched in March 2013 – online-platform 'pbbdirekt.com' well accepted by the market with deposits of over EUR 1 bn by March 2014 DEUTSCHE PFANDBRIEFBANK Retail deposit platform pbb direkt launched Home | Über uns | Hilfe | SEPA | Kontakt | Downloads Kunden-Login in Mar 2013, offering overnight and term deposits DEUTSCHE Six months, one, two, three, five and ten-year Festgeld | Tagesgeld | Sicherheit term deposits offered Growing number of clients – more than 21.000 accounts<sup>1</sup> in place Tagesgeld Festgeld Kunden-Login Weighted average maturity of term deposits Konto eröffnen ~2.5 years Kontoeröffnung Interest rates to change as of 12/03/2014! für Minderjährige > Informationen zur Kontoeröffnung 6 Monate Ihre flexible Geldanlage: Ihre geplante Geldanlage: • Täglich verfügbar Fester Zinssatz Vierteljährliche Zinszahlung Freie Verfügbarkeit am Laufzeitende > Zinsänderung Anlagebetrag unbegrenzt\* Anlagebetrag unbegrenzt (mindestens 5.000 Euro) (mindestens 5.000 Euro; entfällt bei der ersten Leistungsstark: Attraktive Zinskonditionen und Festgeldanlage ab 5.000 Euro) gebührenfreie Kontoführung Sicher: \*Für den Teil des Anlagebetrags, der 1 Sicheres Onlinebanking Mio. Euro übersteint, beträgt die Fur alle: Verzinsung auf dem Tagesgeldkonto Gemeinschaftskonten und Konten derzeit 0,5% p.a. für Minderjährige ohne Mehrkosten Kontakt | Impressum | Datenschutz | Rechtliche Hinweise | AGB | @ pbbdirekt 2014

1 Only accounts with money inflow, excluding terminated accounts

Preliminary Unaudited Results 2013, 10th March 2014

Funding

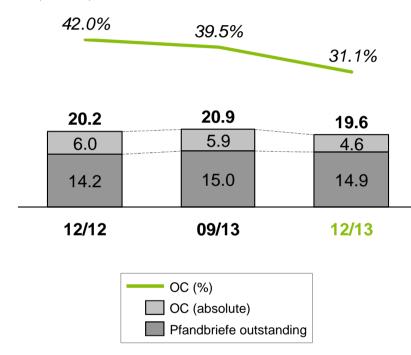
Funding

#### Funding Over-collateralisation remains on comfortable level in both cover pools



#### Mortgage Cover Pool: Total Cover Funds

EUR billions (Nominal)



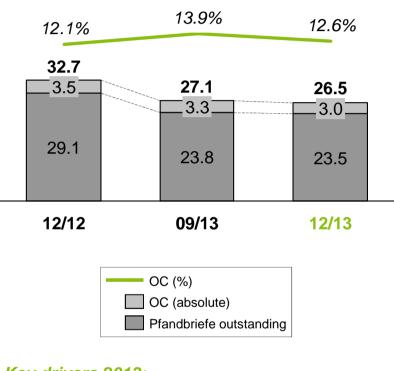
#### Key drivers 2013:

- FMS-WM's 'hinkende Unterbeteiligung' in mortgage cover pool loans terminated in August<sup>1</sup>
- Over-collateralisation in line with mid-term target of ~25%

Note: Figures may not add up due to rounding 1 For further details, please see appendix

Preliminary Unaudited Results 2013, 10th March 2014

Public Sector Cover Pool: Total Cover Funds EUR billions (Nominal)



#### Key drivers 2013:

- Planned run-down of the non-strategic Public Budget Finance portfolio
- Over-collateralisation managed on stable level y-o-y

Funding

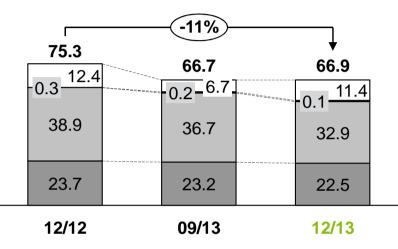
#### Portfolio

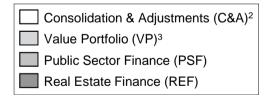
#### Total portfolio down, primarily reflecting the planned run-down of the non-strategic Public Budget Finance portfolio



#### **Total Portfolio**

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





Note: Figures may not add up due to rounding

- 1 Excl. FMS-WM guaranteed exposure and back-to-back derivatives
- 2 Incl. all non-lending business exposure (e.g. assets for bank steering/ALM purposes)
- 3 Incl. non-strategic and some FMS-WM exposures
- 4 Netting positions with financial institutions

5 Bonds which were issued by FMS-WM and which were provided in connection with the pro-rata compensation demanded for the transferred assets and liabilities

Preliminary Unaudited Results 2013, 10th March 2014

#### Key drivers 2013:

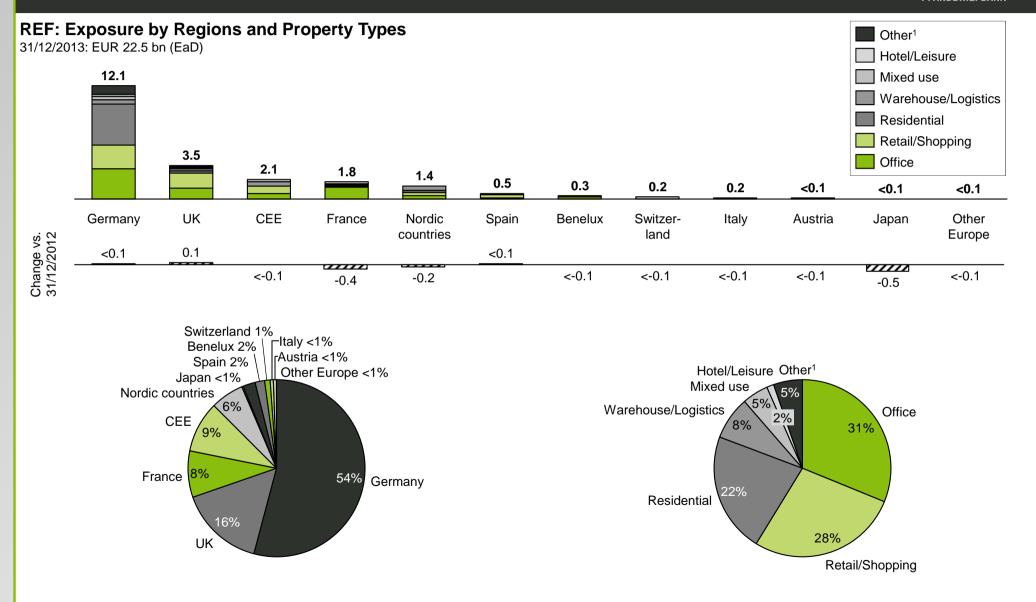
- Lending portfolio (REF+PSF+VP):
  - Run-down of the non-strategic Public Budget Finance portfolio

| PSF                       | 2012 | 2013 |
|---------------------------|------|------|
| Public Budget Finance     | 28.6 | 23.5 |
| Public Investment Finance | 8.4  | 8.3  |
| Other <sup>4</sup>        | 1.9  | 1.1  |
| Total                     | 38.9 | 32.9 |

- Strategic portfolios (REF+PIF) stable on a nominal basis
- Non-lending portfolio (C&A):
  - Full repayment of LTRO (EUR 4 bn) by Feb 2013
  - Redemption of FMS-WM bonds<sup>5</sup> (EUR 2.2 bn) at final maturity in Mar 2013 – no bonds remaining
  - Deutsche Bundesbank exposure up in Q4, reflecting strong maturities in the lending portfolio (EUR 4.8 bn; 09/13: EUR 1.4 bn; 12/12: EUR 4.5 bn)

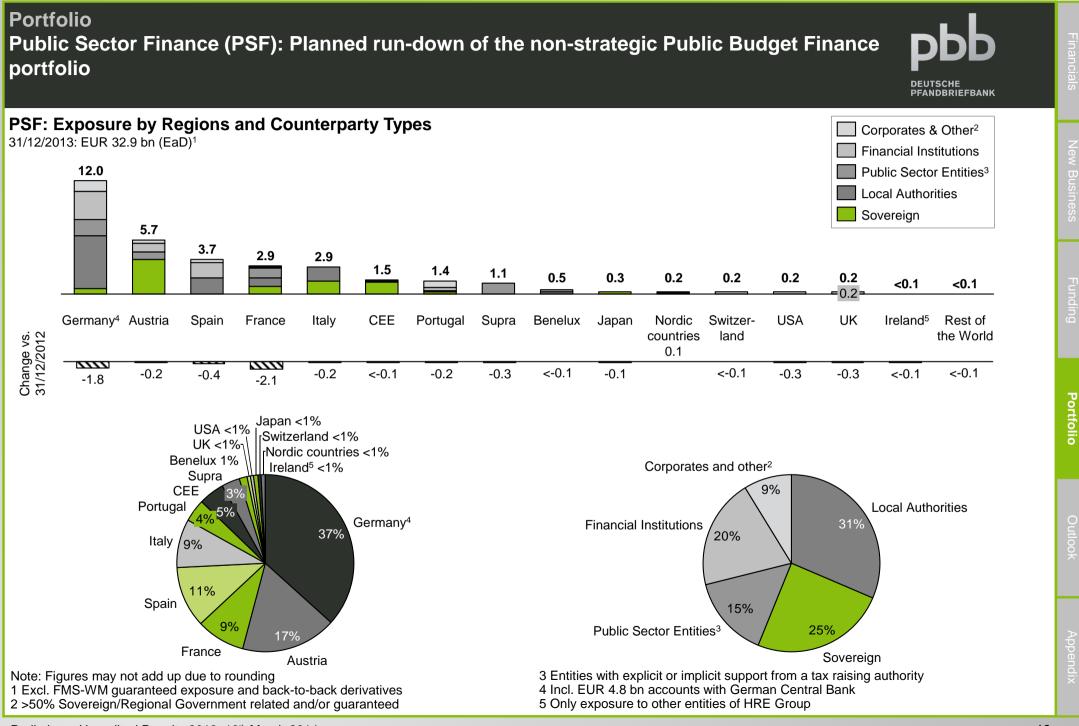
#### Portfolio Real Estate Finance (REF): Stable and well diversified portfolio structure

**PDD** DEUTSCHE PFANDBRIEFBANK



Note: Figures may not add up due to rounding 1 Incl. land, customer derivatives

Portfolio

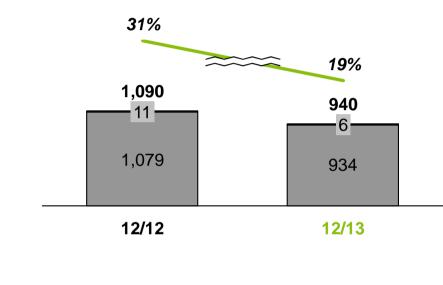


#### Portfolio Total problem loans reduced – hardly any workout loans



#### Total Problem Loans<sup>1</sup>

EUR billions (EaD)



# Coverage ratio Workout loans<sup>2</sup> Restructuring loans<sup>3</sup>

#### Key drivers 2013:

- Number of individual problem loans down to 81 (12/12: 88)
- Coverage ratio lower as loans with high coverage decreased and new problem loans covered relatively low
  - Outflow: EUR 475 mn (avg. coverage ~50%), incl. a 100% covered deal of EUR 116 mn
  - Inflow: EUR 216 mn (avg. coverage ~8%), thereof 76% in PD class 28 without the need of individual provisioning

Note: Figures may not add up due to rounding

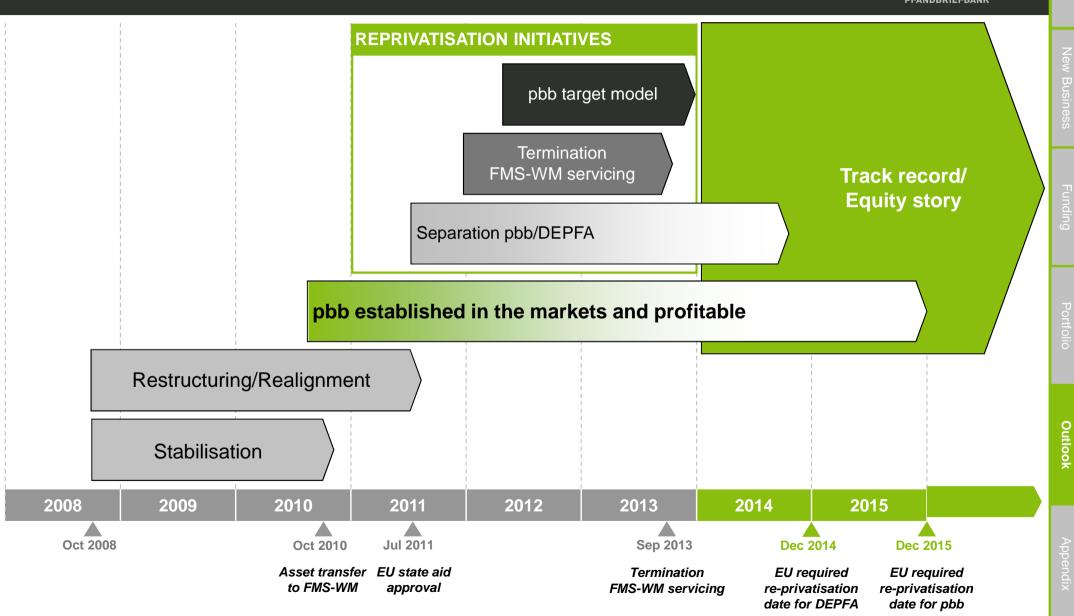
1 In addition, EUR 6 mn in C&A

2 No signs that the deal will recover soon, compulsory measures necessary (PD class 30)

3 Payments more than 90 days overdue or criteria acc. to respective policy apply (PD classes 28+29)

#### Outlook Focus on core business activities







| <b>New business</b><br>EUR billions (Commitments) | 2012 | 2013 | 2014e | Key drivers   |  |
|---|------|------|-------|---|--|
| New business<br>(incl. extensions >1 year)        | 5.6  | 8.2  | 7     | Continuing positive trend in property invest-<br>ments and demand from the public sector for<br>financing public infrastructure |  |
|   |      |      |       |   |  |
| <b>Portfolio</b><br>EUR billions (EaD)            | 2012 | 2013 | 2014e | Key drivers   |  |
| Real Estate Finance (REF)                         | 24   | 22   | 7     | Strategic new business expected to exceed   |  |
| Public Investment Finance (PIF)                   | 8    | 8    | 7     | maturities  |  |
| Public Budget Finance (PBF)                       | 29   | 24   | N     | Planned run-down of the non-strategic Public<br>Budget Finance portfolio  |  |

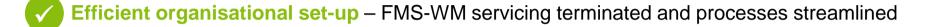


| Income Statement<br>EUR millions (IFRS)                     | 2012 2013 2014e |     | 2014e | Key drivers   |
|---|-----------------|-----|-------|---|
| Net interest and commission income                          | 319             | 328 | >370  | <ul> <li>Higher-margin strategic REF and PIF business<br/>to replace low-margin Public Budget Finance<br/>business</li> </ul>   |
| Loan-loss provisions (net additions)                        | -4              | 8   | <50   | <ul> <li>Planning provides for more normalised level of<br/>risk provisioning</li> </ul>  |
| Other operating income/expenses                             | 131             | 100 | <40   | <ul> <li>Lapse of fee income from FMS-WM servicing<br/>after termination</li> </ul>   |
| General administrative expenses                             | 341             | 312 | <260  | <ul> <li>Reduction of FMS-WM servicing related costs</li> <li>Further cost savings potential from reduced complexity and strict cost discipline</li> </ul>            |
| Net result from trading, hedge accounting, fin. Investments | 17              | 54  | n/a   | Subject to market conditions (2012/2013<br>influenced by one-off effects)   |
| Pre-tax profit  | 124             | 165 | >140  | <ul> <li>Increasing revenues from lending business and<br/>reduction of operating cost base (pre-tax profit<br/>2013 positively driven by one-off effects)</li> </ul> |

| Key ratios<br>% | 2012 | 2013 | 2014e |
|-----------------|------|------|-------|
| CIR             | 73.0 | 64.7 | <60   |
| RoE after tax   | 2.1  | 4.9  | >3.7  |

## Annual Report 2013 will be published on 3<sup>rd</sup> April 2014





pbb well established in the lending and funding markets – client focus and funding base further strengthened

**Portfolio in line with strategy** – strict underwriting discipline and risk management



pbb continuously **profitable for 3<sup>1</sup>/<sub>2</sub> years** – further increase of profitability targeted by increasing revenues from lending business and strict cost discipline



Strong capitalisation with Tier I ratio (Basel II, pro-forma) of 20.3% as of 31/12/2013 (full-year profit 2013 not yet included)

All Basel III capital and liquidity requirements expected to be fulfilled



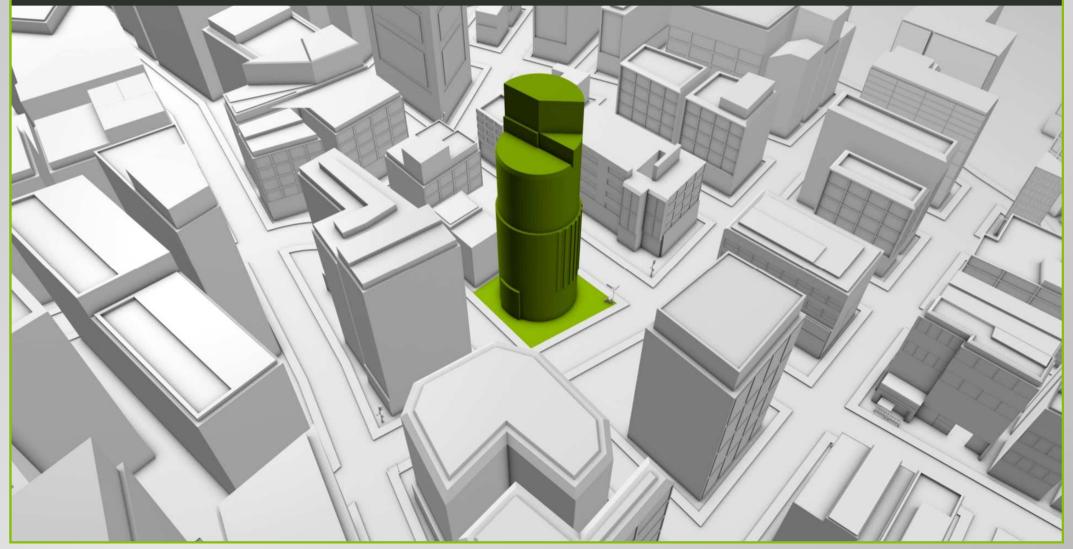
Outlook

## Appendix

PUBLIC SECTOR FINANCE REAL ESTATE FINANCE



DEUTSCHE PFANDBRIEFBANK



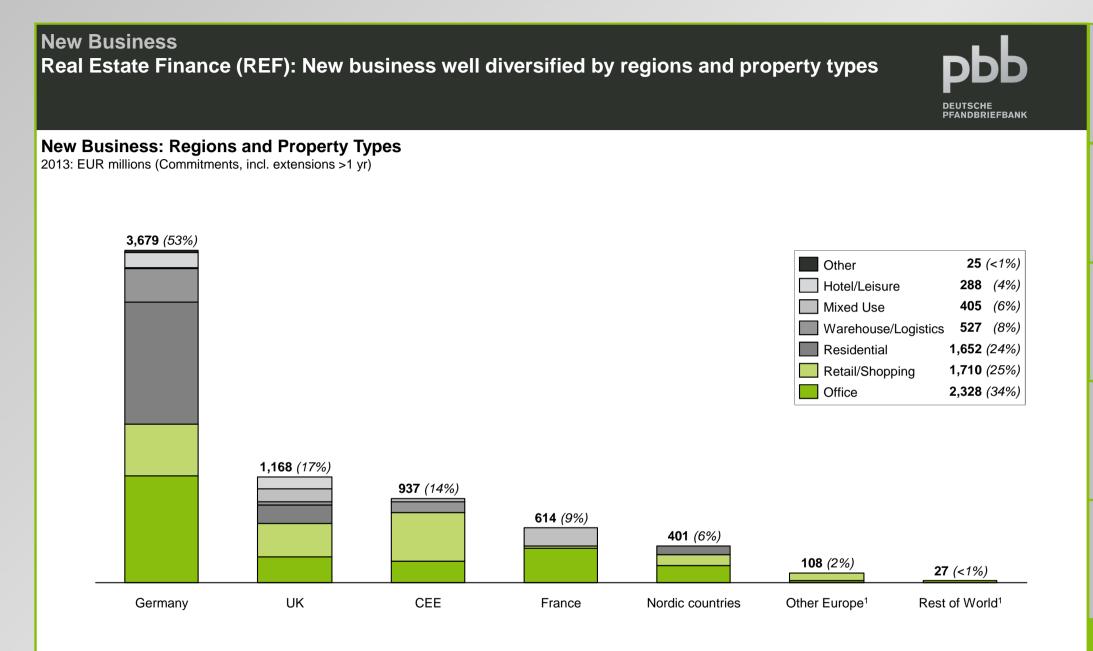
#### Financials Income Statement (IFRS)



#### Income/Expenses

EUR millions

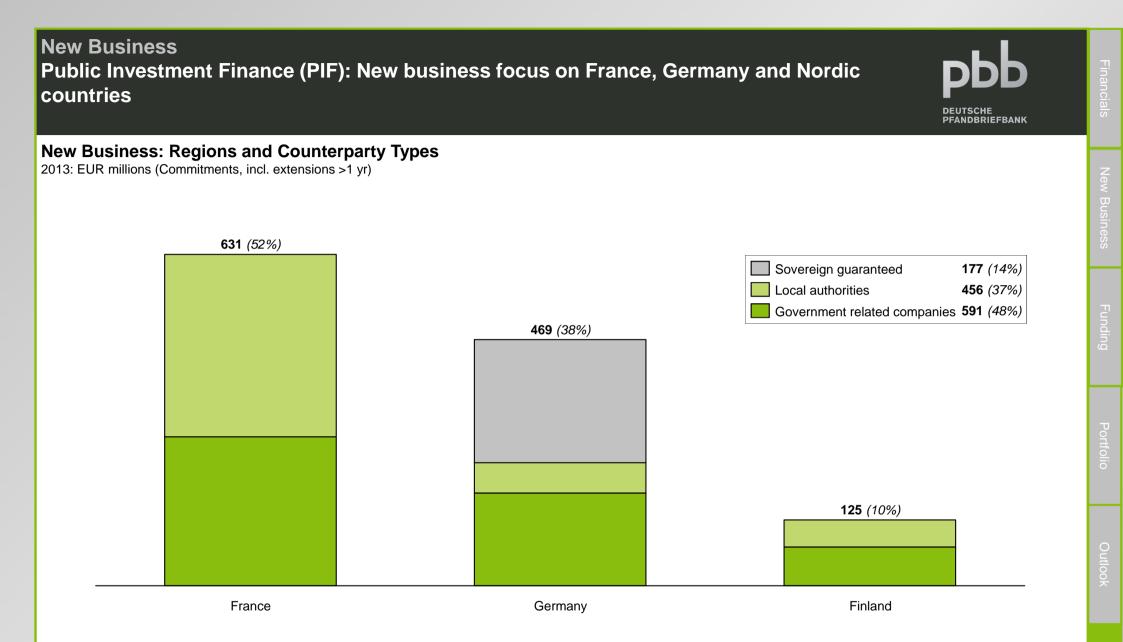
|  | FY 2010 | FY 2011 | Q1 2012 | Q2 2012 | Q3 2012 | Q4 2012 | FY 2012 | Q1 2013 | Q2 2013 | Q3 2013 | Q4 2013 | FY 2013 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Operating revenues                             | 652     | 526     | 103     | 120     | 130     | 114     | 467     | 101     | 113     | 155     | 113     | 482     |
| Net interest and similar income                | 600     | 371     | 76      | 74      | 72      | 74      | 296     | 79      | 74      | 79      | 87      | 319     |
| Net commission income                          | -10     | 32      | 3       | 3       | 14      | 3       | 23      | 1       | 1       | 3       | 4       | 9       |
| Net trading income                             | 77      | -8      | 0       | -2      | 1       | 11      | 10      | -12     | 10      | -51     | 2       | -51     |
| Net income from financial investments          | -17     | 3       | -4      | 9       | 6       | 2       | 13      | 1       | 0       | 97      | -2      | 96      |
| Net income from hedge relationships            | -45     | -56     | -2      | -1      | 3       | -6      | -6      | 0       | 4       | 3       | 2       | 9       |
| Balance of other operating income/expenses     | 47      | 184     | 30      | 37      | 34      | 30      | 131     | 32      | 24      | 24      | 20      | 100     |
| Provisions for losses on<br>loans and advances | -443    | 12      | -4      | -5      | 7       | 6       | 4       | 4       | -3      | -9      | 0       | -8      |
| General administrative expenses                | -352    | -357    | -78     | -86     | -89     | -88     | -341    | -76     | -80     | -84     | -72     | -312    |
| Balance of other<br>income/expenses            | 8       | 7       | 0       | 1       | 1       | -8      | -6      | 0       | 1       | 0       | 2       | 3       |
| Pre-tax profit/loss                            | -135    | 188     | 21      | 30      | 49      | 24      | 124     | 29      | 31      | 62      | 43      | 165     |



Note: Figures may not add up due to rounding 1 Mainly extensions (ES: EUR 87 mn; IT: EUR 16 mn; NL: EUR 4 mn; JPN: EUR 27 mn)

Preliminary Unaudited Results 2013, 10th March 2014

Appendix



Note: Figures may not add up due to rounding

#### Funding Public Benchmark Issuances since 2012



| Туре                                      | WKN    | Launch Date | Maturity Date | Size       | Spread <sup>1</sup> | Coupon   | Issue/Reoffer Price |
|---|--------|-------------|---------------|------------|---------------------|----------|---------------------|
| Mortgage Pfandbrief                       | A1K0RS | 10.01.2012  | 18.01.2016    | EUR 500 mn | +75bp               | 2.250%   | 99.970%             |
| Mortgage Pfandbrief (1. Tap) <sup>2</sup> | A1EWJU | 22.02.2012  | 06.10.2016    | EUR 100 mn | +57bp               | 2.625%   | 102.579%            |
| Mortgage Pfandbrief (1. Tap)              | A1K0RS | 07.03.2012  | 18.01.2016    | EUR 175 mn | +48bp               | 2.250%   | 101.904%            |
| Mortgage Pfandbrief                       | A1MLUW | 24.05.2012  | 03.06.2019    | EUR 500 mn | +60bp               | 2.125%   | 99.800%             |
| Mortgage Pfandbrief                       | A1PGTJ | 27.06.2012  | 04.07.2017    | EUR 500 mn | +38bp               | 1.625%   | 99.433%             |
| Mortgage Pfandbrief (1. Tap)              | A1MLUW | 23.07.2012  | 03.06.2019    | EUR 200 mn | +40bp               | 2.125%   | 102.806%            |
| Senior Unsecured                          | A1PG3A | 04.09.2012  | 11.09.2015    | EUR 500 mn | +195bp              | 2.500%   | 99.852%             |
| Senior Unsecured (1. Tap)                 | A1PG3A | 19.09.2012  | 11.09.2015    | EUR 250 mn | +168bp              | 2.500%   | 100.603%            |
| Mortgage Pfandbrief                       | A1PG3M | 06.11.2012  | 20.12.2019    | GBP 250 mn | +90bp <sup>3</sup>  | 1.875%   | 99.641%             |
| Senior Unsecured                          | A1RFBU | 17.01.2013  | 19.07.2016    | EUR 500 mn | +138bp              | 2.000%   | 99.587%             |
| Mortgage Pfandbrief                       | A1RFBY | 23.01.2013  | 30.01.2017    | EUR 500 mn | +8bp                | 0.875%   | 99.585%             |
| Senior Unsecured (1. Tap)                 | A1RFBU | 14.02.2013  | 19.07.2016    | EUR 360 mn | +109bp              | 2.000%   | 100.382%            |
| Mortgage Pfandbrief                       | A1R052 | 11.03.2013  | 18.03.2020    | EUR 500 mn | +25bp               | 1.500%   | 99.487%             |
| Mortgage Pfandbrief                       | A1R058 | 08.05.2013  | 16.05.2016    | GBP 200 mn | +50bp4              | 3mL+45bp | 99.852%             |
| Public Sector Pfandbrief                  | A1R06C | 22.05.2013  | 29.05.2028    | EUR 500 mn | +40bp               | 2.375%   | 98.612%             |
| Mortgage Pfandbrief (1. Tap)              | A1R052 | 28.05.2013  | 18.03.2020    | EUR 250 mn | +16bp               | 1.500%   | 100.835%            |
| Mortgage Pfandbrief (1. Tap)              | A1PG3M | 28.05.2013  | 20.12.2019    | GBP 75 mn  | +83bp <sup>3</sup>  | 1.875%   | 99.589%             |
| Mortgage Pfandbrief (1.Tap)               | A1R058 | 05.08.2013  | 16.05.2016    | GBP 50 mn  | +50bp4              | 3mL+45bp | 99.81%              |
| Mortgage Pfandbrief (2. Tap)              | A1PG3M | 20.08.2013  | 20.12.2019    | GBP 50 mn  | +90bp <sup>3</sup>  | 1.875%   | 95,493%             |
| Mortgage Pfandbrief                       | A1X256 | 21.08.2013  | 28.08.2018    | EUR 500 mn | +9bp                | 1.375%   | 99.803%             |
| Pub. Sec. Pfandbrief (1. Tap)             | A1R06C | 22.08.2013  | 29.05.2028    | EUR 200 mn | +25bp               | 2.375%   | 94.052%             |
| Senior Unsecured                          | A1X26E | 02.09.2013  | 11.09.2017    | EUR 500 mn | +115bp              | 2.250%   | 99.799%             |
| Mortgage Pfandbrief (1. Tap)              | A1RFBY | 04.10.2013  | 30.01.2017    | EUR 100 mn | -1.5bp              | 0.875%   | 100.127%            |
| Mortgage Pfandbrief                       | A1X3LT | 14.01.2014  | 21.01.2022    | EUR 500 mn | +17bp               | 1.875%   | 99.362%             |

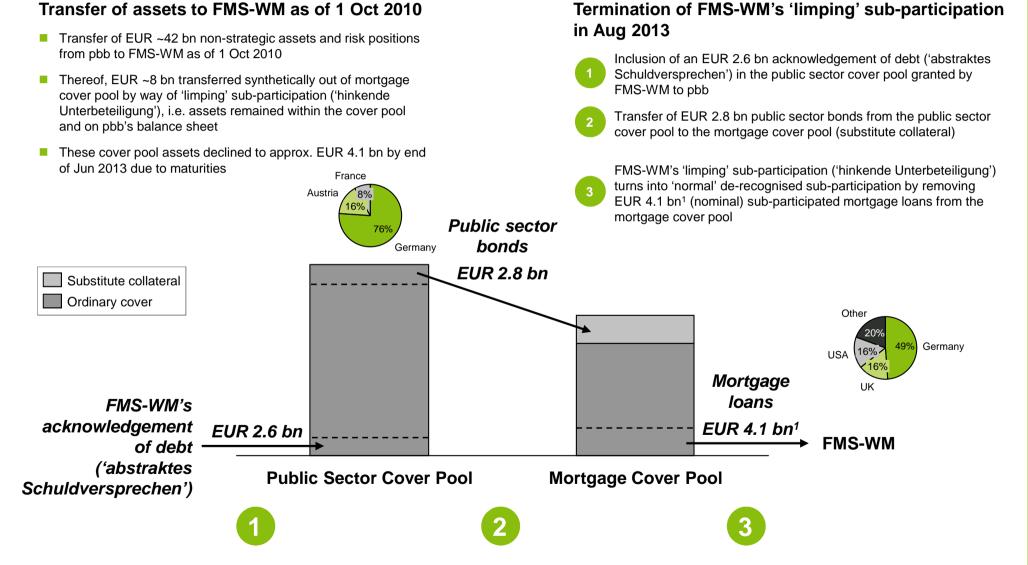
1 vs. mid-swap 2 Tap of an initially EUR 500 mn issue from 06.10.2011 3 vs. UK Gilts 4 vs. 3mGBP-Libor

#### Cover Pools Termination of FMS-WM's 'limping' sub-participation in August as a further step in the disentanglement from FMS-WM

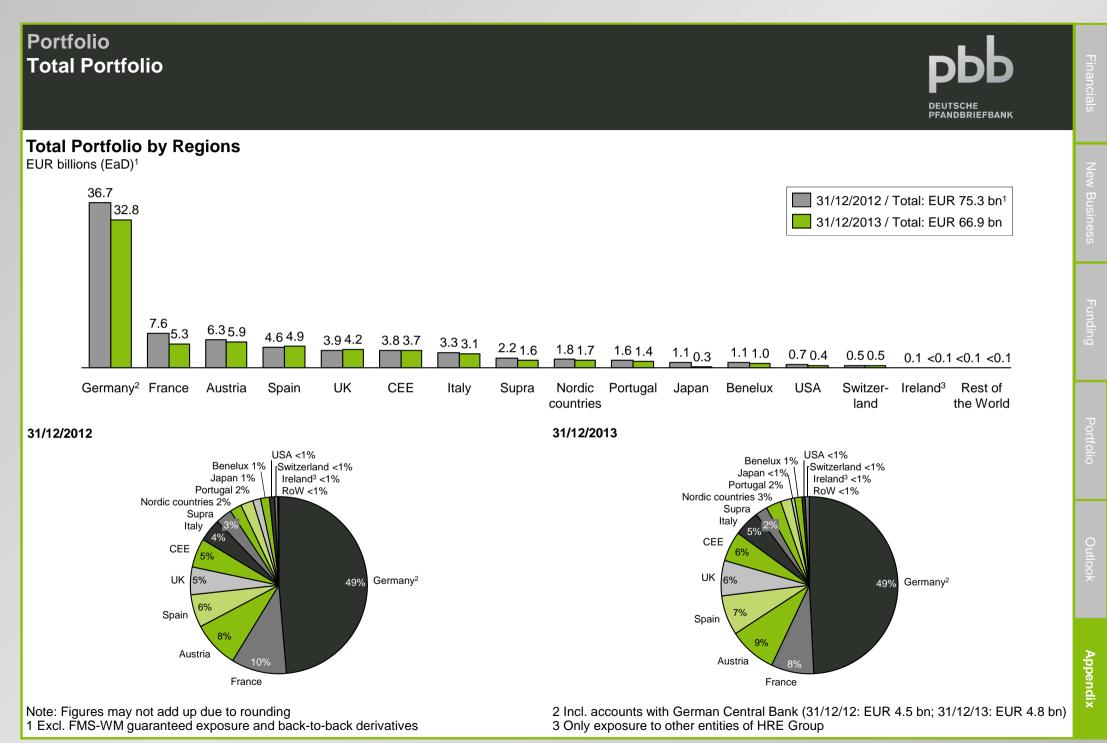


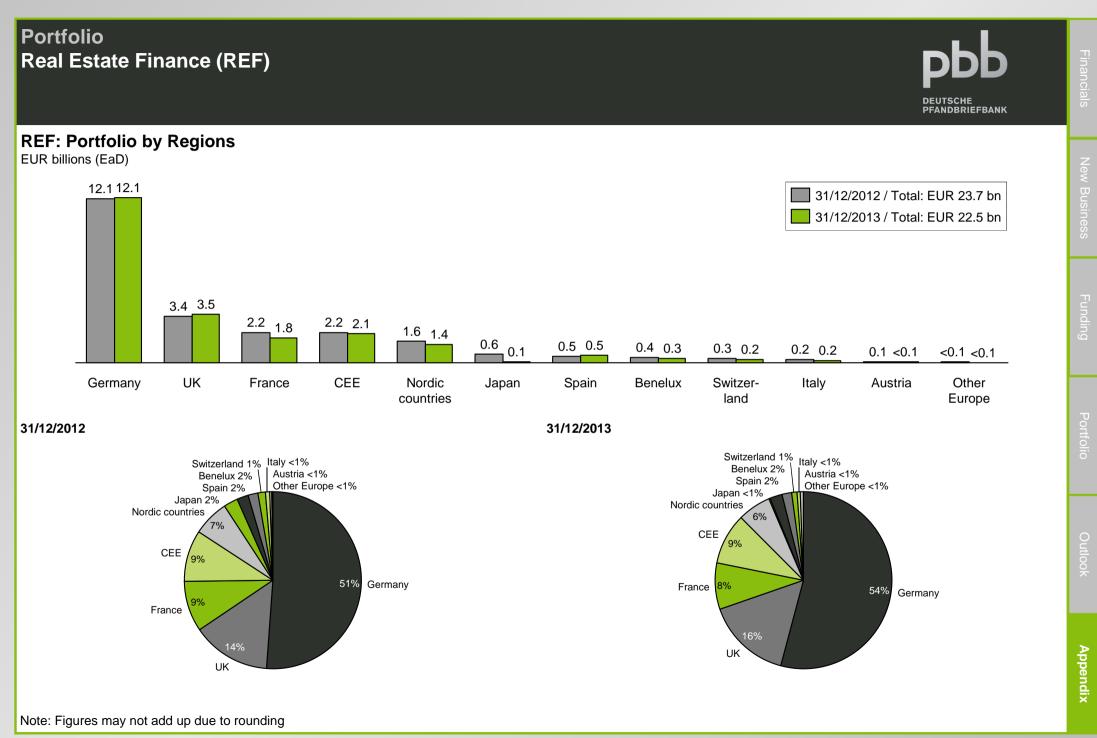
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1 Incl. non-cover pool share, total loan amount EUR 6.4 bn (book value)





#### Portfolio **Real Estate Finance (REF)** DEUTSCHE PFANDBRIEFBANK **REF:** Portfolio by Property Types<sup>1</sup> EUR billions (EaD) 8.5 31/12/2012 / Total: EUR 23.7 bn 31/12/2013 / Total: EUR 22.5 bn 7.0 6.2 6.1 5.0 4.9 1.8 1.7 1.2 1.1 1.0 1.0 0.3 0.4 Office Retail/ Residential Warehouse/ Mixed use Other Hotel/ Shopping Logistics Leisure 31/12/2012 31/12/2013 Hotel/Leisure Other Hotel/Leisure Other Mixed use Mixed use 5% Warehouse/Logistics 5% Warehouse/Logistics Office Office 31% 36% 21% Residential 22% Residential

Note: Figures may not add up due to rounding 1 31/12/2012 restated; new property type 'Mixed use'

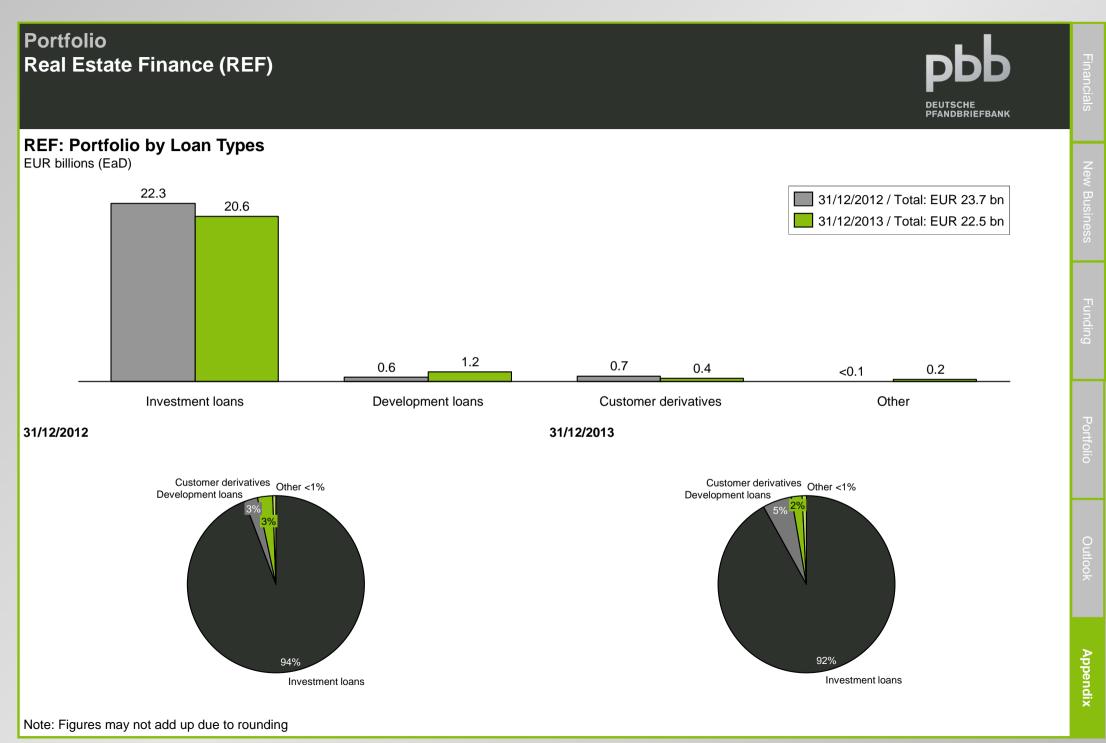
Retail/Shopping

Preliminary Unaudited Results 2013, 10th March 2014

28%

Retail/Shopping

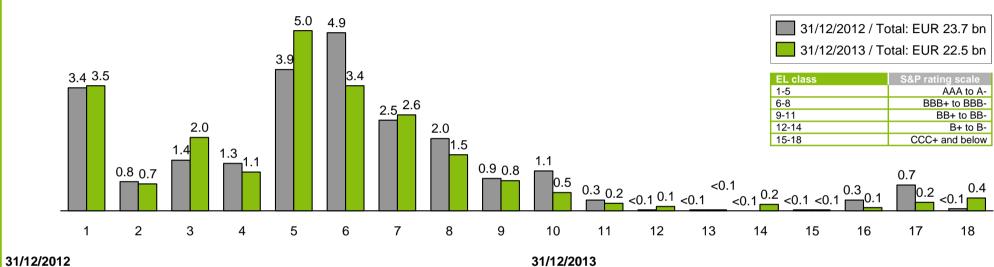
Appendix

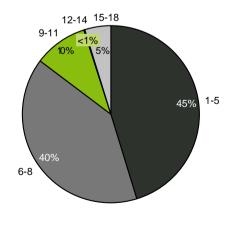


#### Portfolio Real Estate Finance (REF)

#### **REF: Portfolio by EL Classes**

EUR billions (EaD)



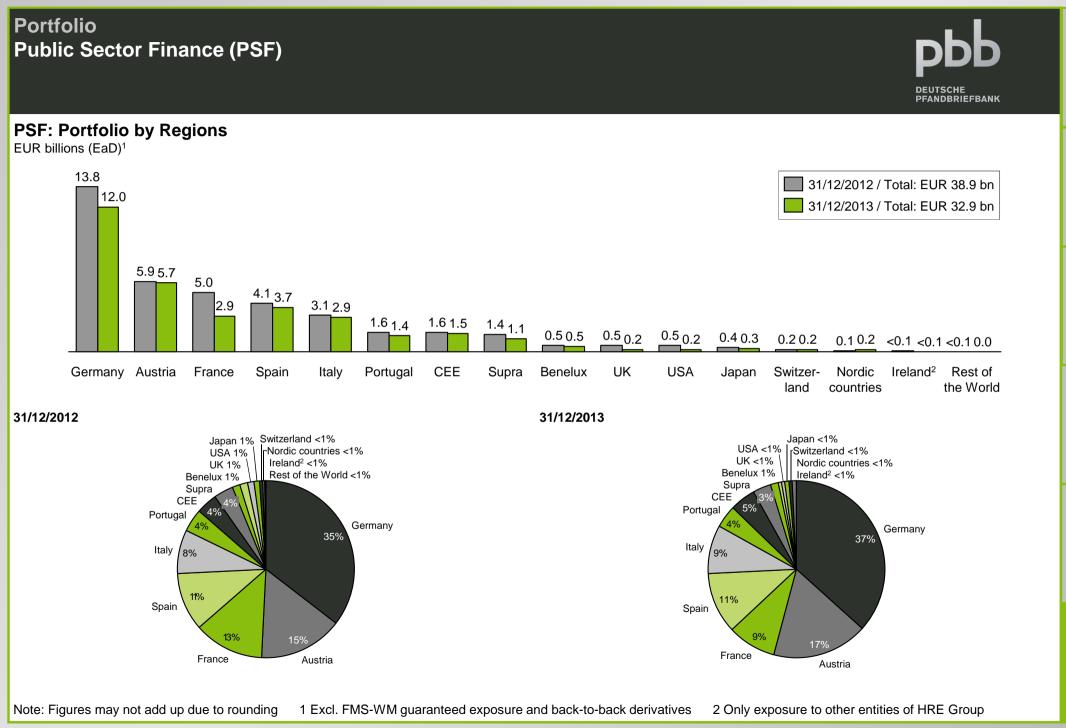


12-14 15-18 9-11 7% '3% 6-8 34% 55% 1-5

Note: Figures may not add up due to rounding

Preliminary Unaudited Results 2013, 10th March 2014

DEUTSCHE PFANDBRIEFBANK



Preliminary Unaudited Results 2013, 10th March 2014

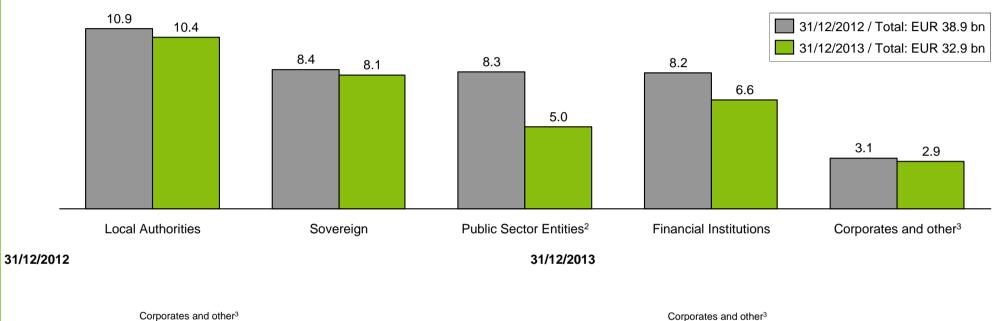
Appendix

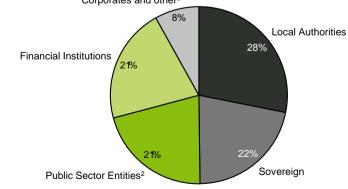
#### Portfolio Public Sector Finance (PSF)



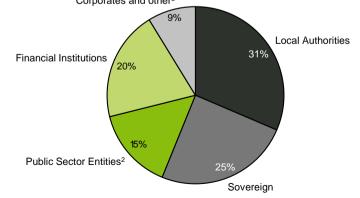
#### PSF: Portfolio by Counterparty Types

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





Note: Figures may not add up due to rounding 1 Excl. FMS-WM guaranteed exposure and back-to-back derivatives

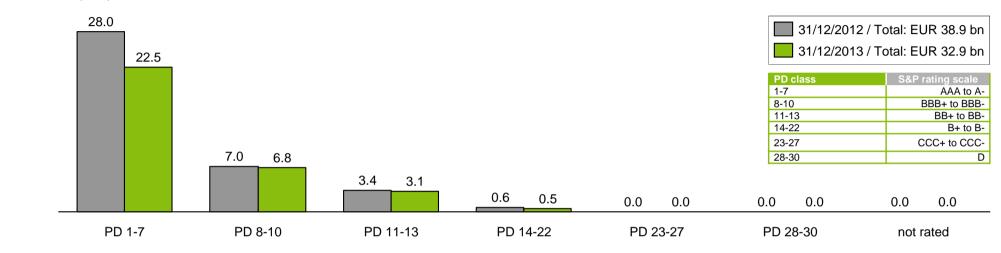


2 Entities with explicit or implicit financial support from a tax raising authority 3 >50% Sovereign/Regional Government related and/or guaranteed

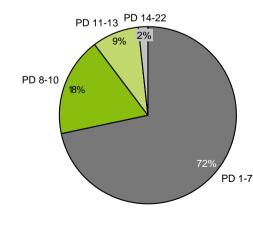
#### Portfolio Public Sector Finance (PSF)

#### **PSF: Portfolio by PD Classes**

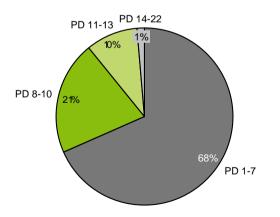
EUR billions (EaD)<sup>1</sup>



31/12/2012



31/12/2013



Note: Figures may not add up due to rounding 1 Excl. FMS-WM guaranteed exposure and back-to-back derivatives

Preliminary Unaudited Results 2013, 10th March 2014

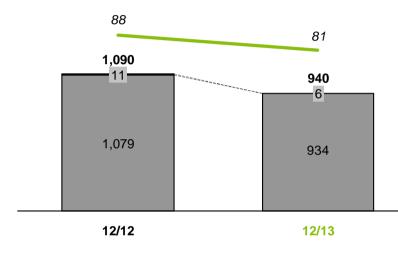
DEUTSCHE PFANDBRIEFBANK

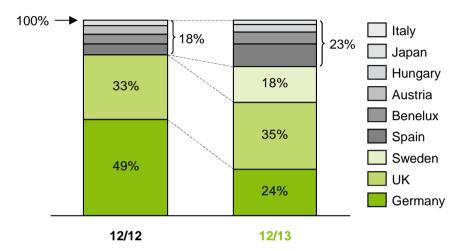
#### Portfolio Total problem loans

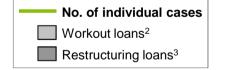


#### Total Problem Loans<sup>1</sup>

EUR billions (EaD)







| Problem loans                    |       | 31/1 | 2/12 |                    | 31/12/13 |     |    |                    |  |
|----------------------------------|-------|------|------|--------------------|----------|-----|----|--------------------|--|
| EUR millions (EaD)               | REF   | PSF  | VP   | Total <sup>3</sup> | REF      | PSF | VP | Total <sup>3</sup> |  |
| Workout loans <sup>2</sup>       | 11    | -    | -    | 11                 | 6        | -   | -  | 6                  |  |
| Restructuring loans <sup>3</sup> | 1,076 | -    | 3    | 1,079              | 932      | -   | 2  | 934                |  |
| Total <sup>1</sup>               | 1,087 | -    | 3    | 1,090              | 938      | -   | 2  | 940                |  |

Note: Figures may not add up due to rounding 1 In addition, EUR 6 mn in C&A

2 Payments more than 90 days overdue or criteria acc. to respective policy apply 3 No signs that the deal will recover soon, compulsory measures necessary



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