

pbb Banks' Day 2013

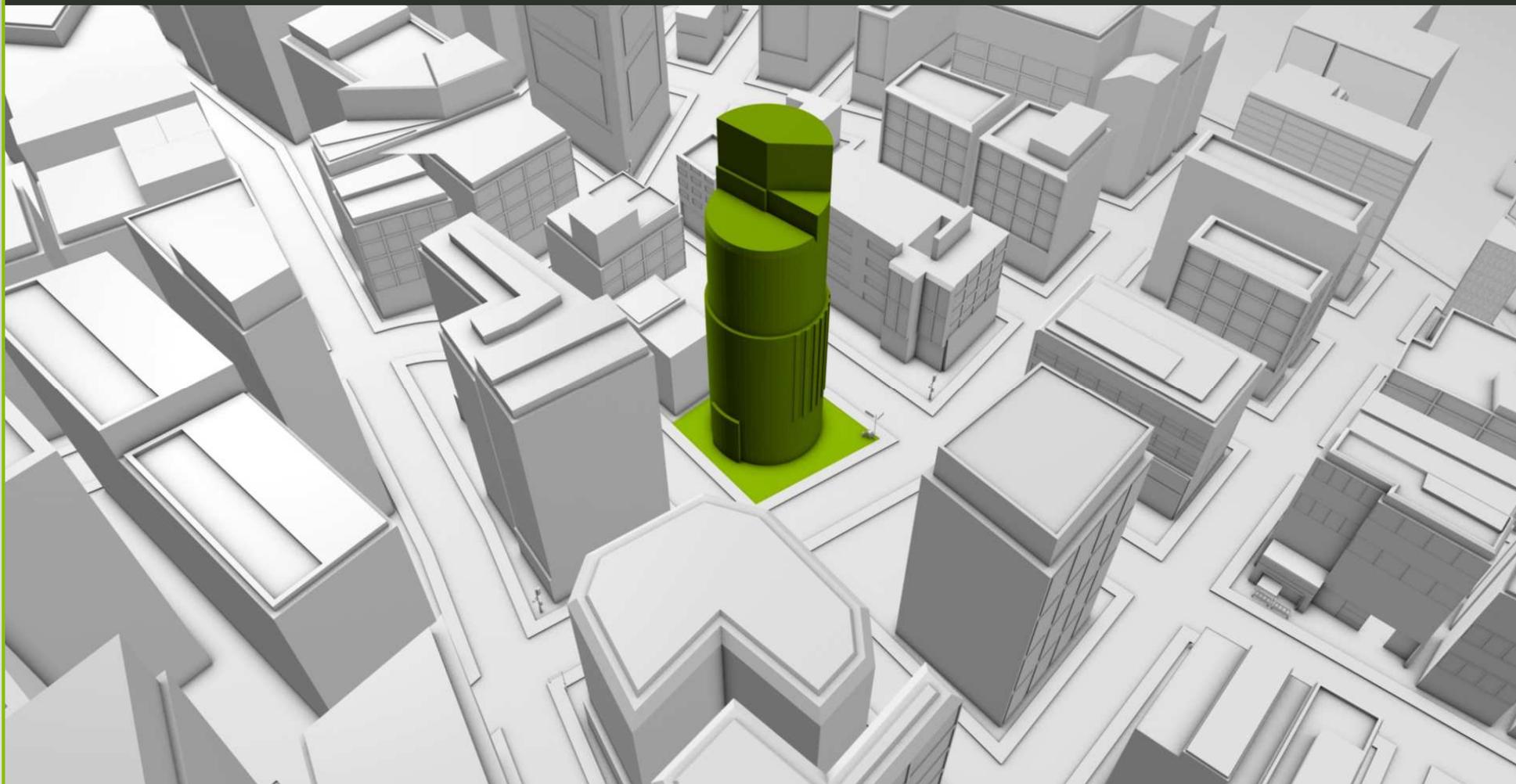
Focus on markets and profitability

Manuela Better, CEO

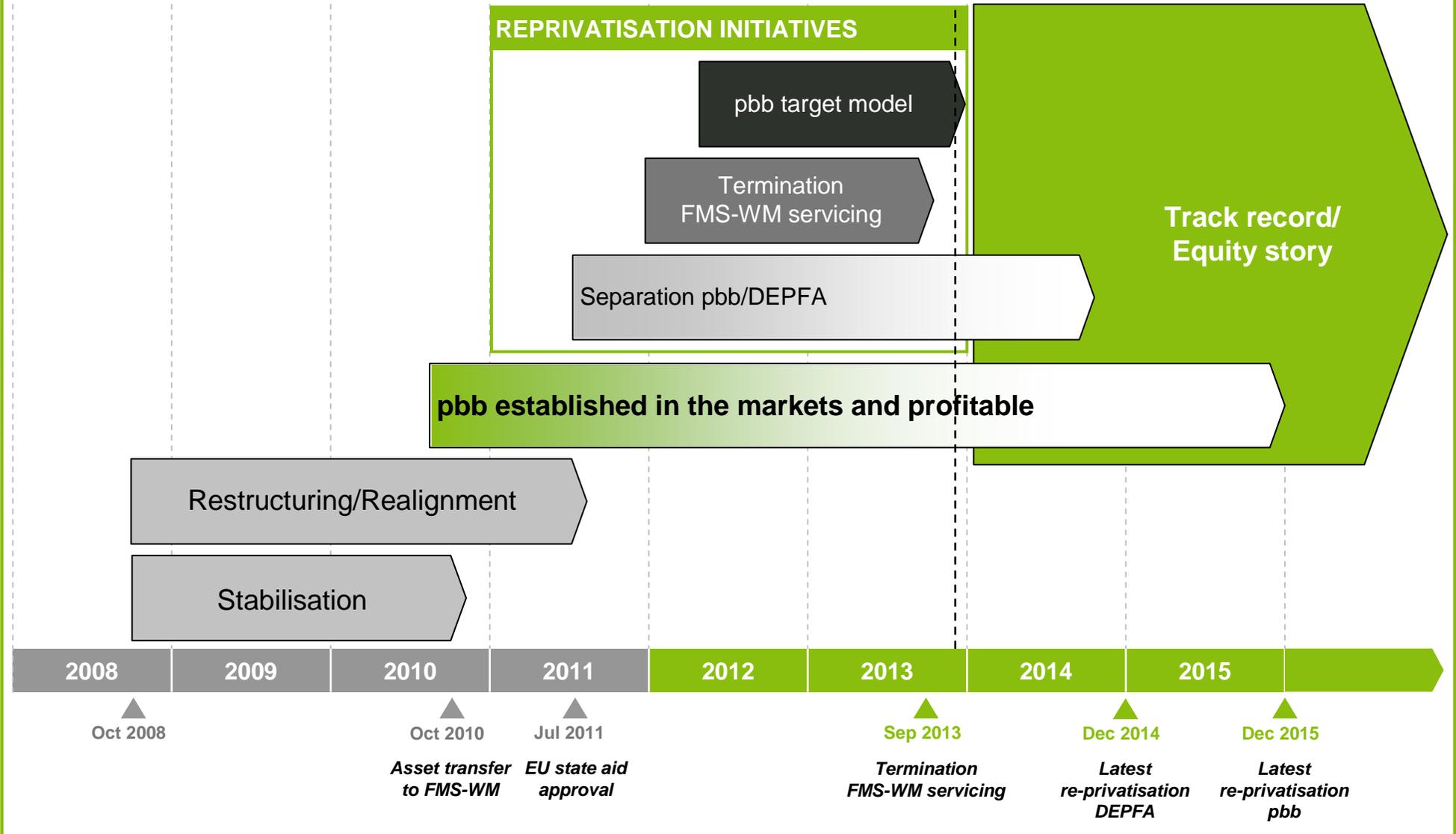
PUBLIC SECTOR FINANCE
REAL ESTATE FINANCE

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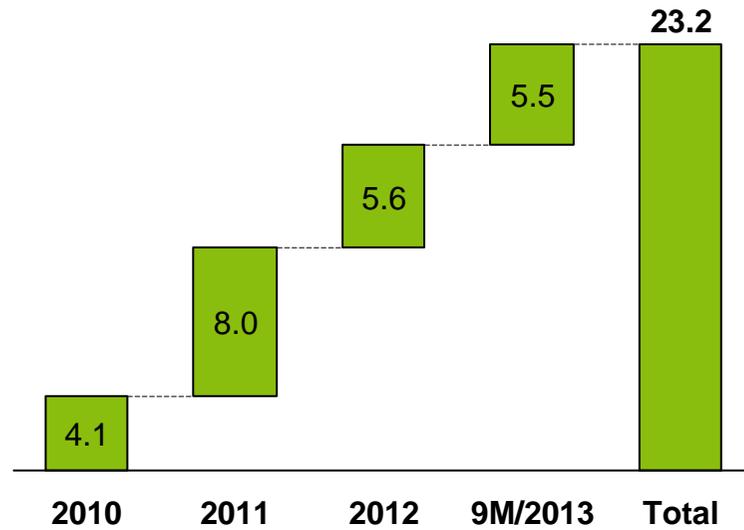


Focus on core business activities



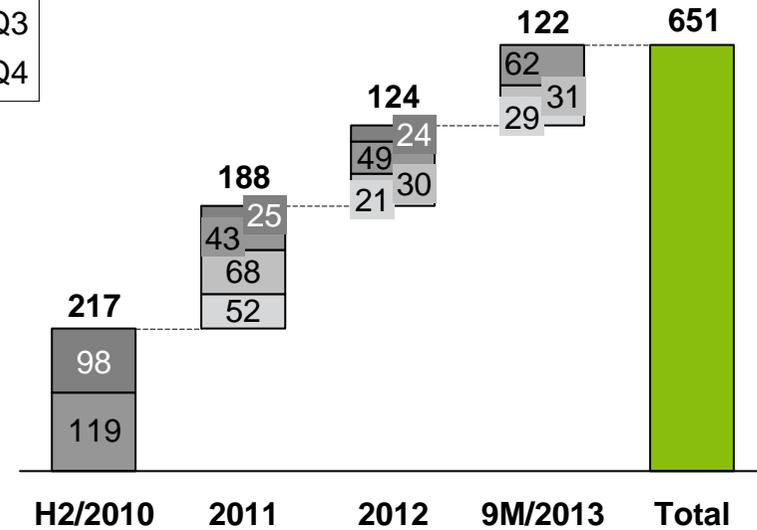
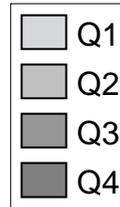
New business

€ billions (commitments, incl. Extensions >1 year)



Pre-tax profit

€ millions (IFRS)



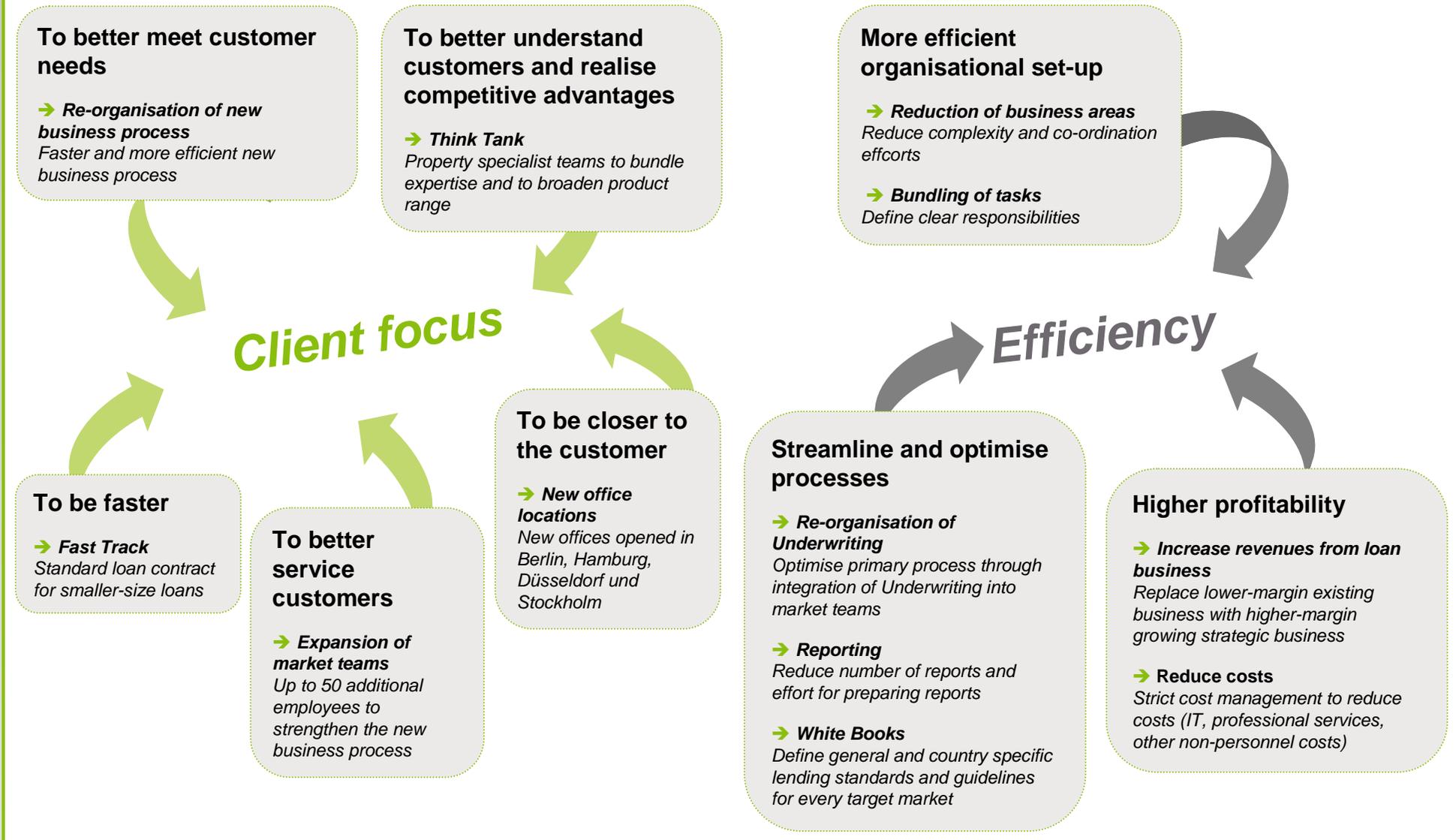
Termination of FMS-WM servicing was a further milestone

- ✓ **Servicing function** FMS-WM portfolio successfully handed over to FMS-WM by end of September
 - Reduction of complexity
 - Focus on core business activities

- ✓ **250 employees** transferred from pbb and DEPFA (~½ each) into the FMS-WM servicing entity
 - Far-reaching safeguarding of jobs
 - Allows for continuity in the portfolio management

- ✓ **Reduction of cost base** will largely compensate for loss of servicing fee
 - salaries, personnel add-on costs
 - outsourcing contracts, office rent, IT, professional services

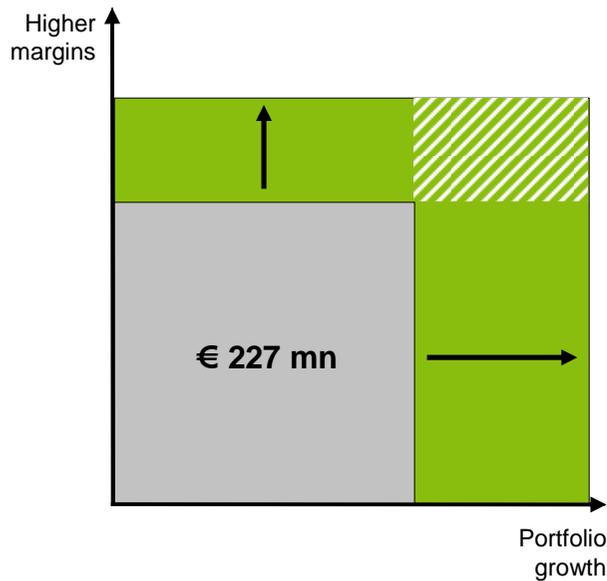
pbb target model – measures to increase competitiveness



Higher profitability due to increasing revenues from loan business

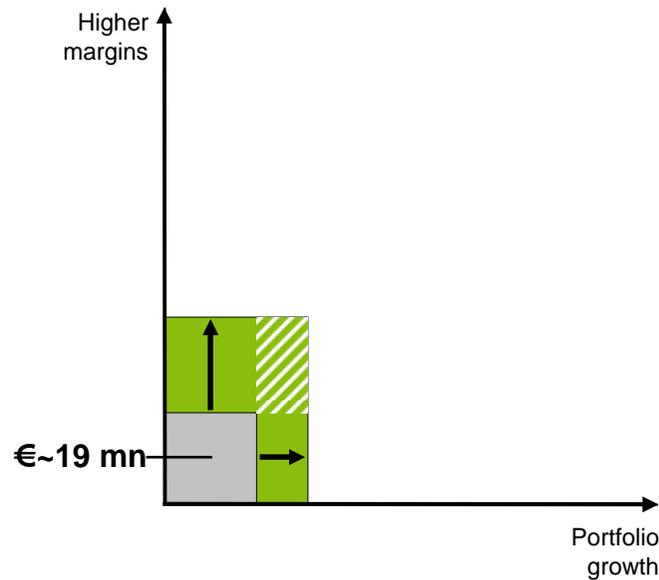
Net interest income (FY 2012)
 Growth potential until 2015
 Leverage

Real Estate Finance (REF)



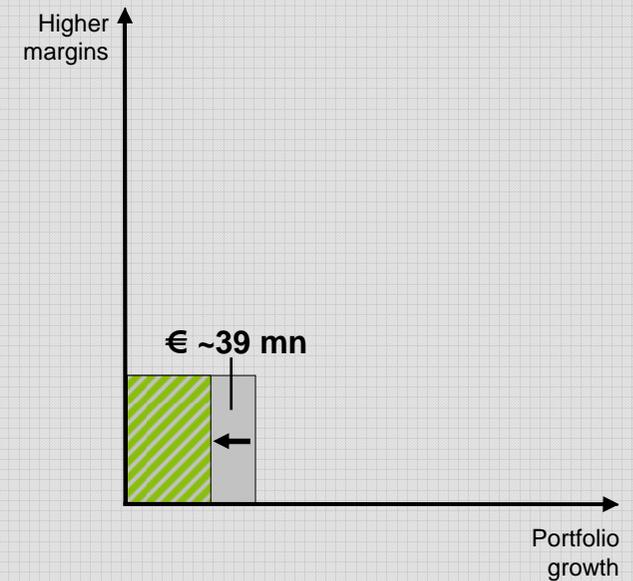
➔ Leverage on the basis of higher margins and portfolio growth

Public Investment Finance (PIF)



➔ Increase of PIF revenues to compensate for run-down of Public Budget Finance

Public Budget Finance



➔ Run-down portfolio (non-strategic)

Market environment

Regulatory environment

SET-UP

- Efficient organisational set-up
- Streamlined and optimised business processes
- Strong client focus

NEW BUSINESS & FUNDING

Portfolio

- High asset quality
- Strict risk management

Origination

- Market penetration
- Underwriting discipline

Funding

- Frequent issuer
- Diversified funding sources

PROFITABILITY

- Increased earnings
- Reduced costs

➔ **Portfolio size stabilised**

- Strategic business lines Real Estate Finance (09/2013: EUR 23 bn) and Public Investment Finance (09/2013: EUR ~8 bn)
- Run-down of Public Budget Finance (09/2013: EUR ~29 bn)

➔ **Exposure to peripheral southern-European countries significantly reduced**

- Sovereign exposure reduced by rd. 80% to EUR 1.5 bn (Portugal EUR 0.2 bn; Italy EUR 1.3 bn) since 09/2010
- No sovereign exposure to Spain and no exposure whatsoever to Ireland, Greece and Cyprus

➔ **Insignificant problem loan portfolio**

- Problem loans continuously down to EUR 898 mn (09/2013) and adequately covered (coverage ratio 31%)
- Hardly any work-out loans (EUR 9 mn)

➔ **Stable high diversification of the portfolio**

- New business in line with strategic focus on Germany and other selective European countries
- REF: Focus on investment loans, less volatile real estate markets and sub-sectors
- PSF: Well diversified and of high quality with 72% in PD classes 1-7 (Rating: A- and better)

- ✓ **Organisational set-up completed** – processes streamlined and FMS-WM servicing terminated
- ✓ pbb well established in the **credit and funding markets** – client focus further strengthened
- ✓ Sustained high **portfolio quality** – strict underwriting discipline and risk management
- ✓ pbb continuously **profitable for more than 3 years** – increase of profitability targeted by increasing revenues from loan business and strict cost management



Full focus on core business activities and increasing profitability

pbb Banks' Day 2013

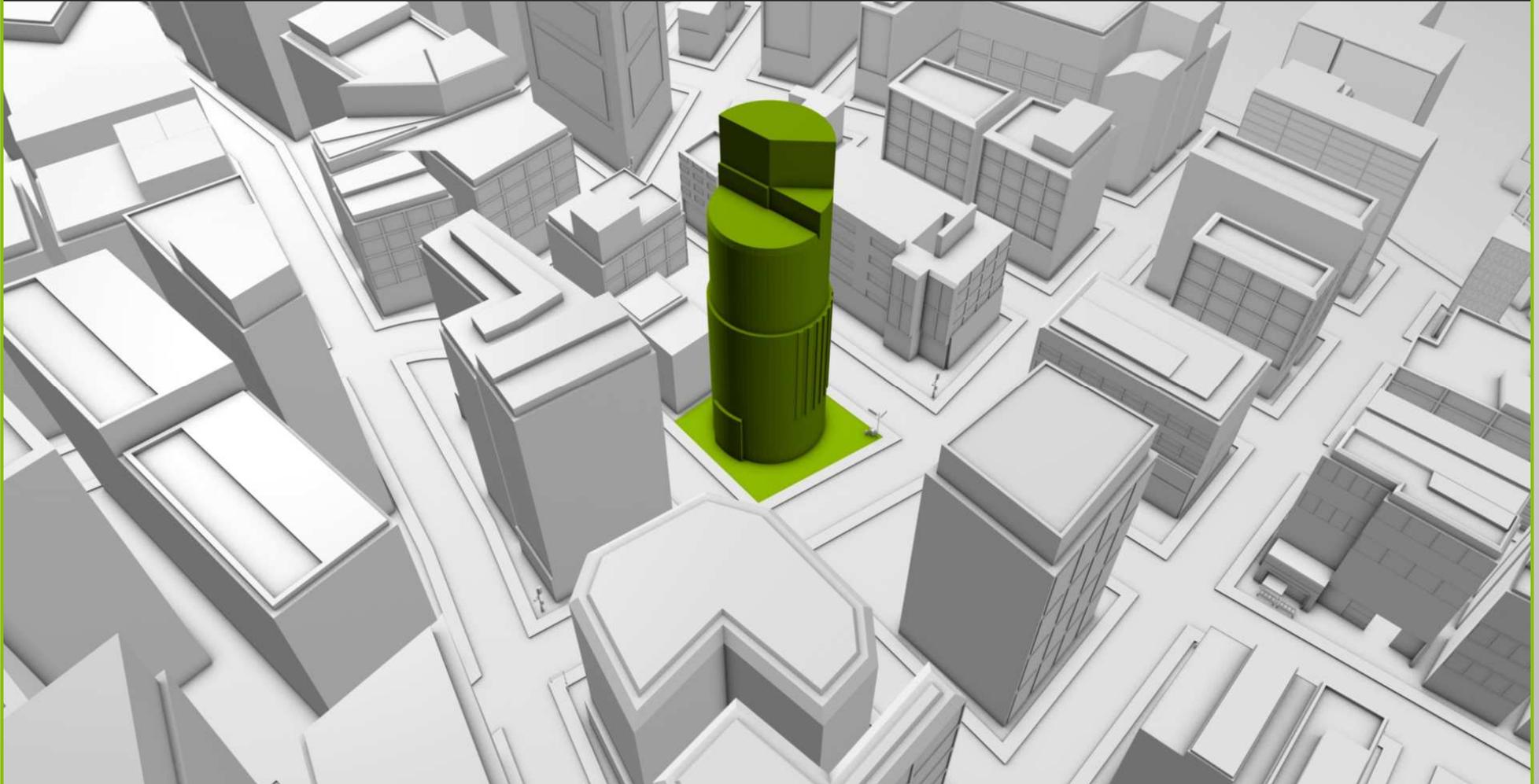
After nine months 2013, total new business volume at EUR 5.5 billion and thus already at full-year level 2012

Dr. Bernhard Scholz, REF/PSF

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New business

Origination network strengthened to bring pbb's expertise closer to the customer – additional office locations opened in Stockholm, Hamburg, Berlin and Düsseldorf

Real Estate Finance (REF)

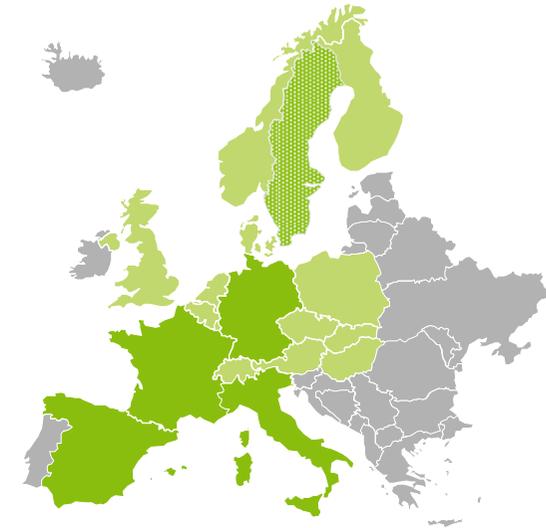


- Core countries with sales locations
- New sales location for Scandinavian market
- Other strategic countries

Countries	Sales locations
Germany	Munich/Unterschleissheim Frankfurt/Eschborn Berlin (opened Oct 2012) Hamburg (opened Oct 2012) Düsseldorf (opened September 2013)
UK	London
France	Paris
Scandinavia	Stockholm (opened Sept. 2012)
CEE	Munich/ London
Spain	Madrid
Italy	Rome (PIF only)

- New business focus currently on Germany, UK, France, Scandinavia and CEE. New offices in Stockholm, Hamburg and Berlin and Düsseldorf
- At present, new business in Spain will only be conducted on a very conservative and selective basis
- Internal re-organization completed in 2013; additional staff has been recruited where necessary

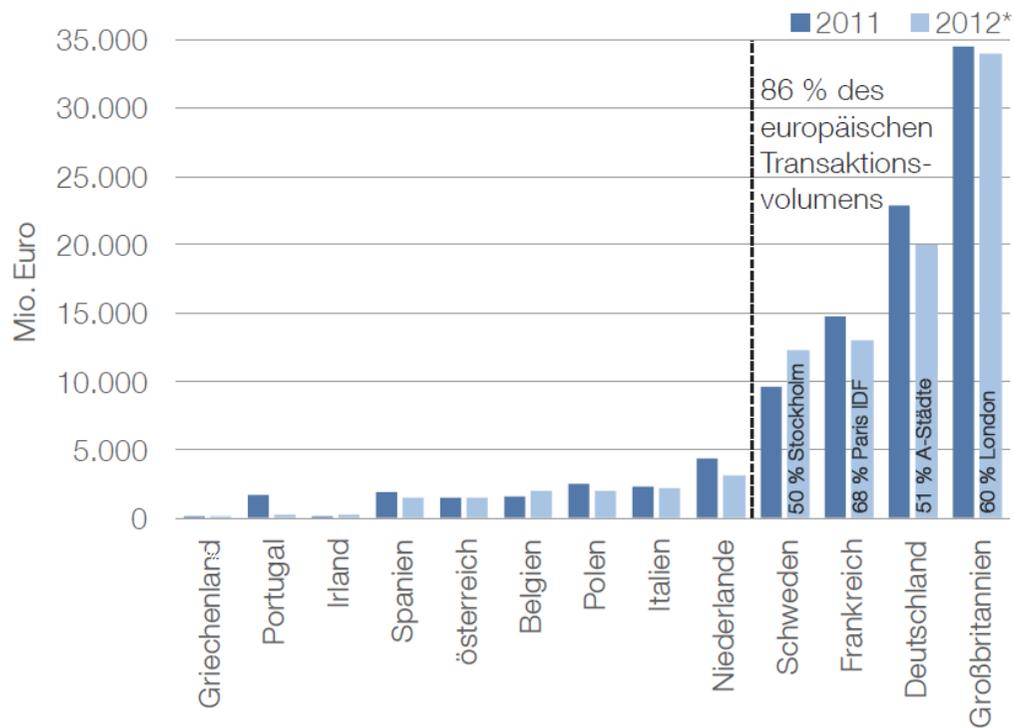
Public Investment Finance (PIF)



- New business focus currently on Germany and France
- Additional office locations can be used to leverage PIF activities in Germany
- At present, new business in Spain and Italy restricted

New business pbb well positioned in the important European markets

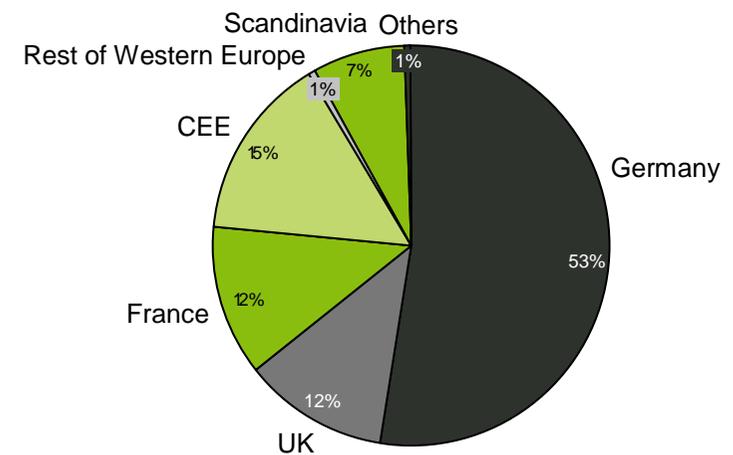
Real Estate Transactions in Europe 2011/2012



* Estimate

Source: Savills 2012

New Business (country split) as of 30.09.2013

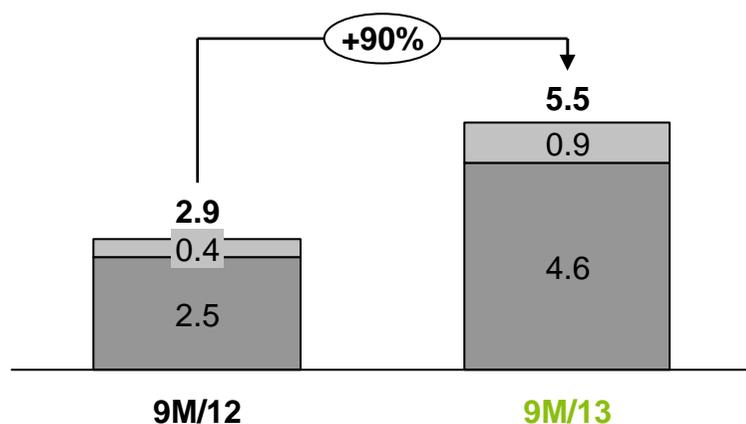
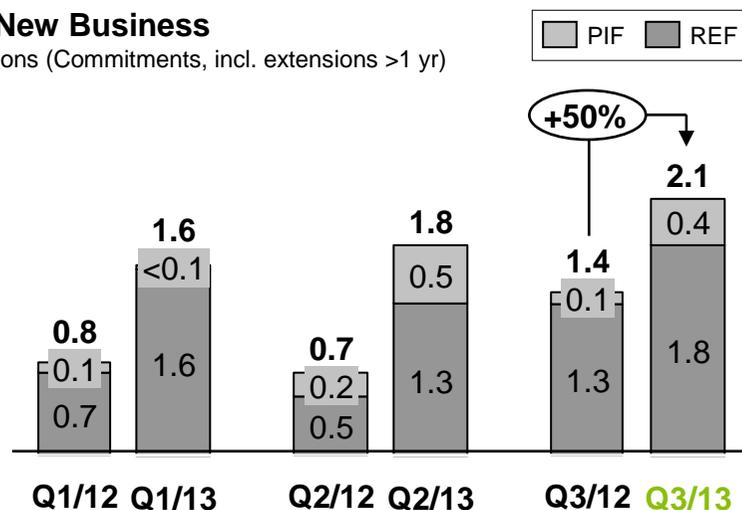


New Business

After nine months, total new business volume at EUR 5.5 bn and thus already at full-year level 2012 – strong new business expected for Q4

Total New Business

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



REF	FY/12	9M/13
Total volume	€ 4.9 bn	€ 4.6 bn
New commitments	€ 2.9 bn	€ 3.3 bn
Extensions >1 year	€ 2.0 bn	€ 1.3 bn
No. of deals	79	85
Average maturity	~4.5 yrs	~4.2 yrs
Average LTV (New commitments) ¹	56%	62%
Average gross margin	>225 bp	>225bp

- Avg. LTV (new commitments) of 62% in 9M/13 on normal level; lower avg. LTV of 56% in FY/12 reflects very selective new business approach in the light of strained funding markets in H1/12

PIF	FY/12	9M/13
Total volume	€ 0.7 bn	€ 0.9 bn
No. of deals	42	22
Average maturity	~7.0 yrs	~8.2 yrs
Average gross margin	>140 bp	>100 bp

- Lower avg. gross margin of >100 bp in 9M/13 reflects high share of Germany (38%) and Nordic countries (22%); FY/12: 77% France

Note: Figures may not add up due to rounding 1 Avg. LTV (extensions): 76% (9M/13); 70% (FY/12)

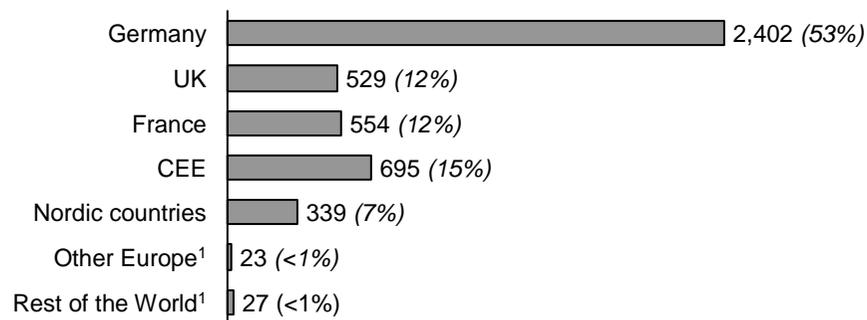
New Business

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



New Business: Regions

9M/13: EUR 4,570 mn (Commitments, incl. extensions >1 yr)



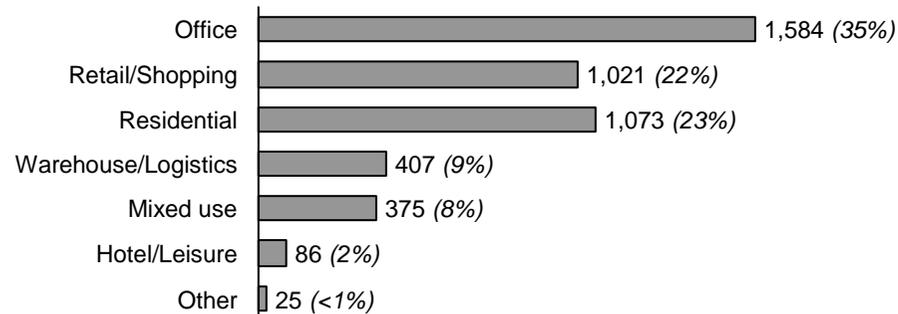
Total Portfolio: Regions

EUR billions (EaD)²

	12/12		09/13	
Germany	12.1	51%	12.2	52%
UK	3.4	14%	3.3	14%
France	2.2	9%	2.3	10%
CEE	2.2	9%	2.1	9%
Nordic countries	1.6	7%	1.5	7%
Other Europe	1.6	7%	1.4	6%
Rest of the World	0.6	2%	0.4	2%
Total	23.7	100%	23.2	100%

New Business: Property Types

9M/13: EUR 4,570 mn (Commitments, incl. extensions >1 yr)



Total Portfolio: Property Types

EUR billions (EaD)²

	12/12 ³		09/13	
Office	7.5	32%	7.9	34%
Retail/Shopping	6.1	26%	6.1	26%
Residential	5.0	21%	4.9	21%
Warehouse/Logistics	2.8	12%	1.8	8%
Mixed use	1.0	4%	1.1	5%
Hotel/Leisure	0.3	1%	0.3	2%
Other	1.0	4%	1.1	5%
Total	23.7	100%	23.2	100%

Note: Figures may not add up due to rounding

¹ Only extensions (IT: EUR 16 mn; NL: EUR 4 mn; ES: EUR 2 mn; JPN: EUR 27 mn)

² Excl. FMS-WM guaranteed exposure and back-to-back derivatives

³ restated; new property type 'Mixed use'

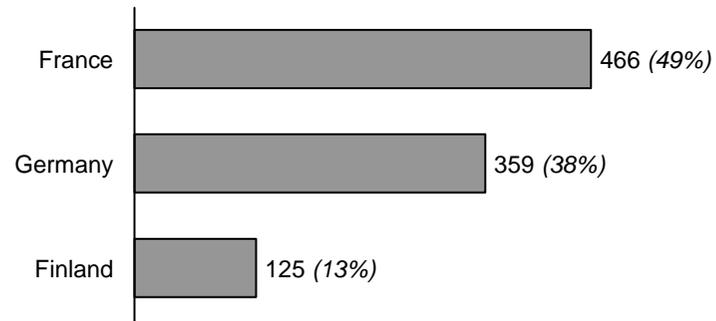
New Business

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



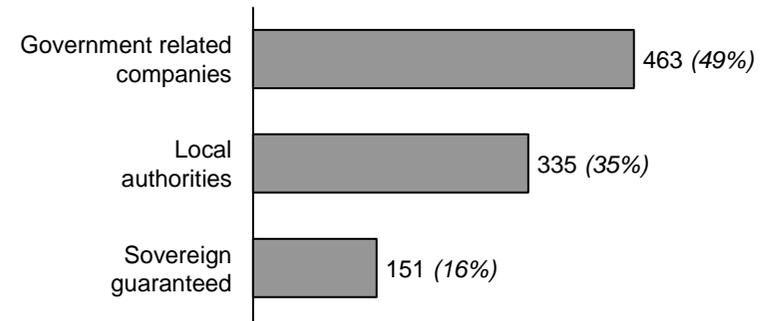
New Business: Regions

9M/13: EUR 949 mn (Commitments, incl. extensions >1 yr)



New Business: Counterparty Types

9M/13: EUR 949 mn (Commitments, incl. extensions >1 yr)



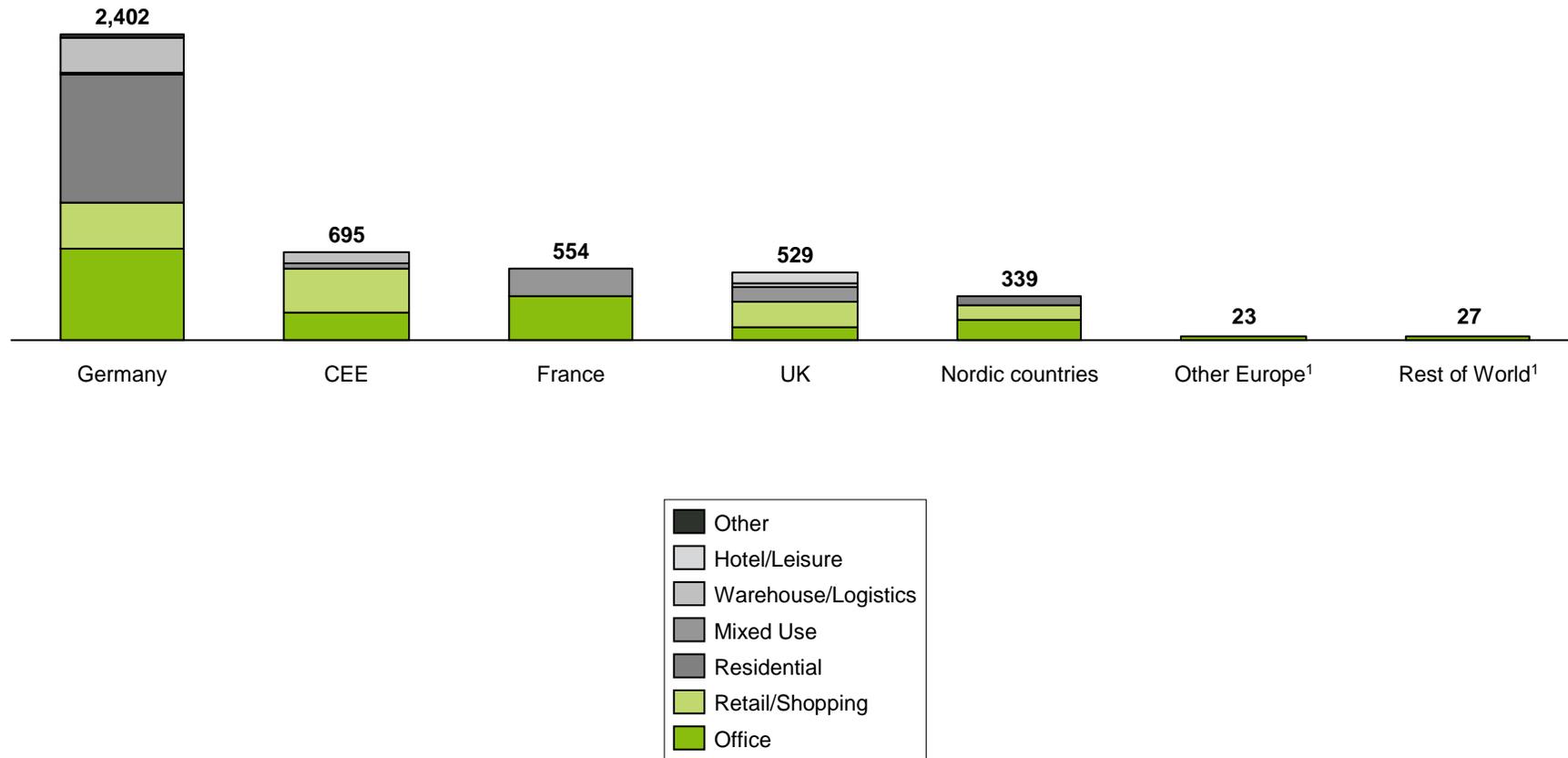
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New Business

Real Estate Finance (REF): New business well diversified by regions and property types

REF: New Business by Regions and Property Types

9M 2013: EUR millions (Commitments, incl. extensions >1 yr)



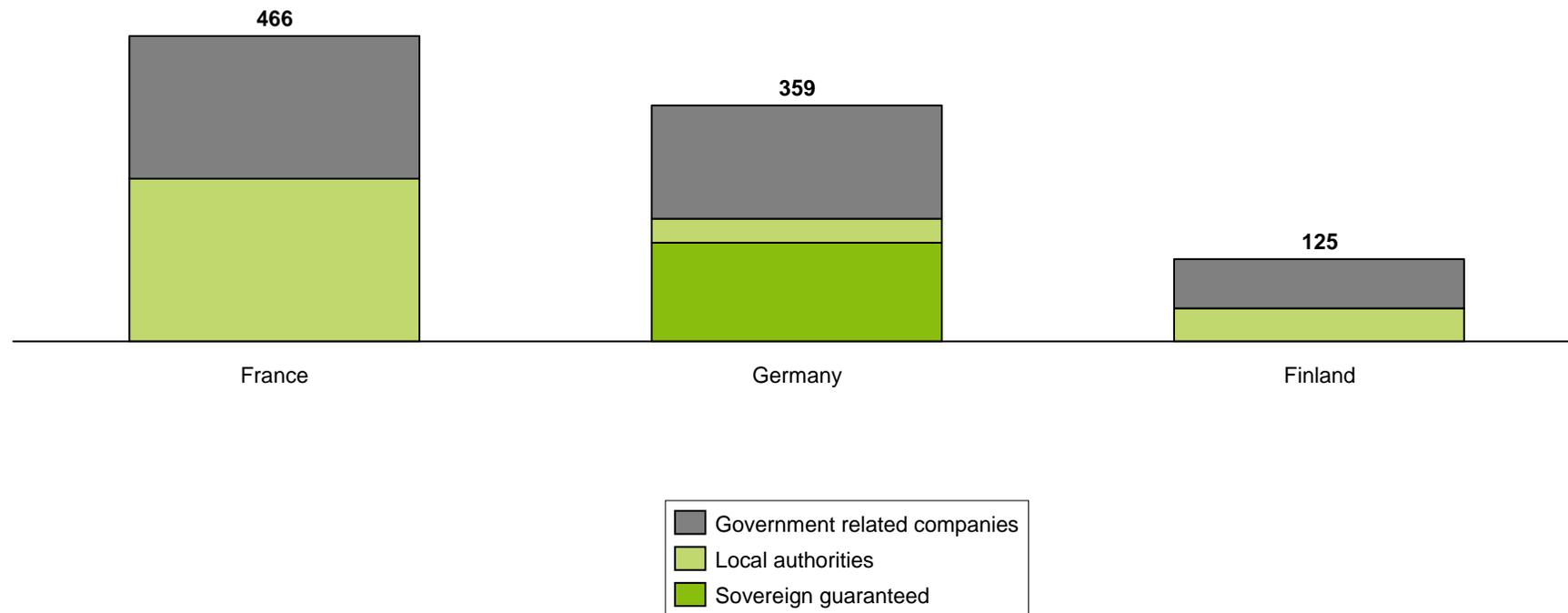
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New Business

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

PIF: New Business by Regions and Counterparty Types

9M 2013: EUR millions (Commitments, incl. extensions >1 yr)



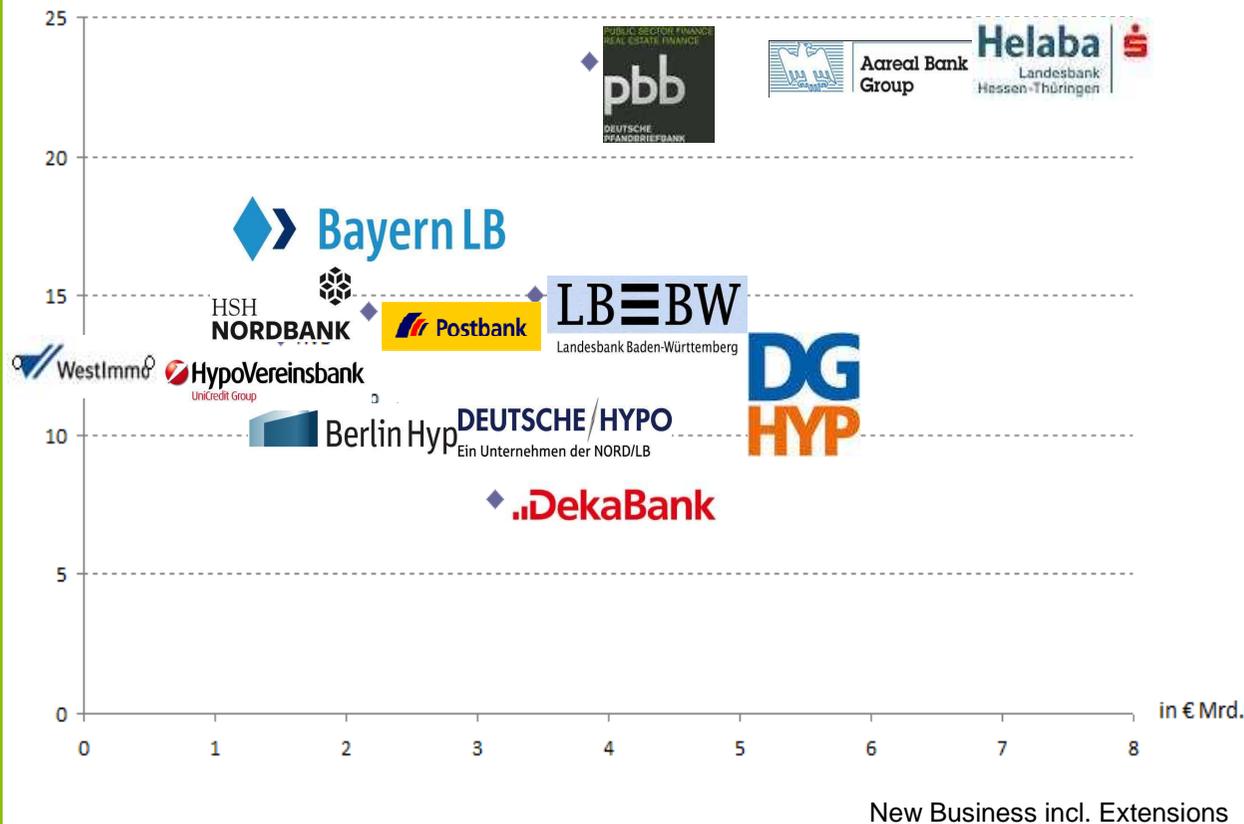
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Hypothekbank Frankfurt
 EUR 46 Mrd. EAD

REF Germany

Existing Portfolio
 in € Mrd.

Commercial Real Estate Finance Portfolio vs. CREF New Business 2012



- pbb has reached again a top position among its peer group
- Germany, United Kingdom, France, Scandinavia
 - Growing markets
 - Strong competition to finance core real estate and plain vanilla
 - More room to manoeuvre in the complex and large size bucket
 - Insurance Companies, Pension Funds, Debt Funds and Private Equities increase their activities in direct real estate loans
- CEE (esp. Poland)
 - Balanced risk-return situation with limited competition
- Netherlands, Spain
 - Growing investor interest with hardly any competition

Source: vdp, Der Pfandbrief, Annual Reports

Market

- Strong real estate investments and further equity pipeline available
- Low-interest environment
- High demand for real estate in growth cities and core locations
- Receding euro crisis leads to increasing risk appetite of investors in Europe
- Starting investor interest in non-core/ grade B locations/ secondary university cities and good rental conditions
- Growing interest of professional investors in the Netherlands and Spain with high equity input and attractive risk-return profiles

pbb

- European real estate know-how and franchise in all important markets available and functioning
- Existing professional teams for specialized real estate asset classes
- Network of branches and teams for regional and nationwide business
- Two directions of market penetration –plain vanilla business and complex transactions – in place
- Adjustable variability of reactions size, leverage, covenants, asset classes, countries, products and real estate phases

Public Investment Finance France with a very good market penetration resulting in a remarkable fraction in new business volumes. Especially end of the year 2012 there was the possibility to close new business with high margins and over average rated clients.

Public Investment Finance Germany with a good franchise. In plain-vanilla business several transactions were closed in 2013. Additionally to the plain vanilla business the bank had successful bids in the PPP/ forfeiting business. The market overall is very price sensible and the time between financing request of a client and binding commitment of the bank is very short.

Public Investment Finance Scandinavia: Start of new business activities in the first half-year of 2013. First transactions were already closed. It is planned, to also close transactions in the non-plain vanilla area such as ECA and others in the near future.

Public Investment Finance Italy and **Public Investment Finance Spain** with good market knowledge and active client relationship management. Ongoing observation and checks of the economical and political situation in both countries and evaluation when/if start of new business activities is reasonable.



4-pillar product strategy with plain-vanilla; PPPs; ECAs and advisory services

pbb Banks' Day 2013

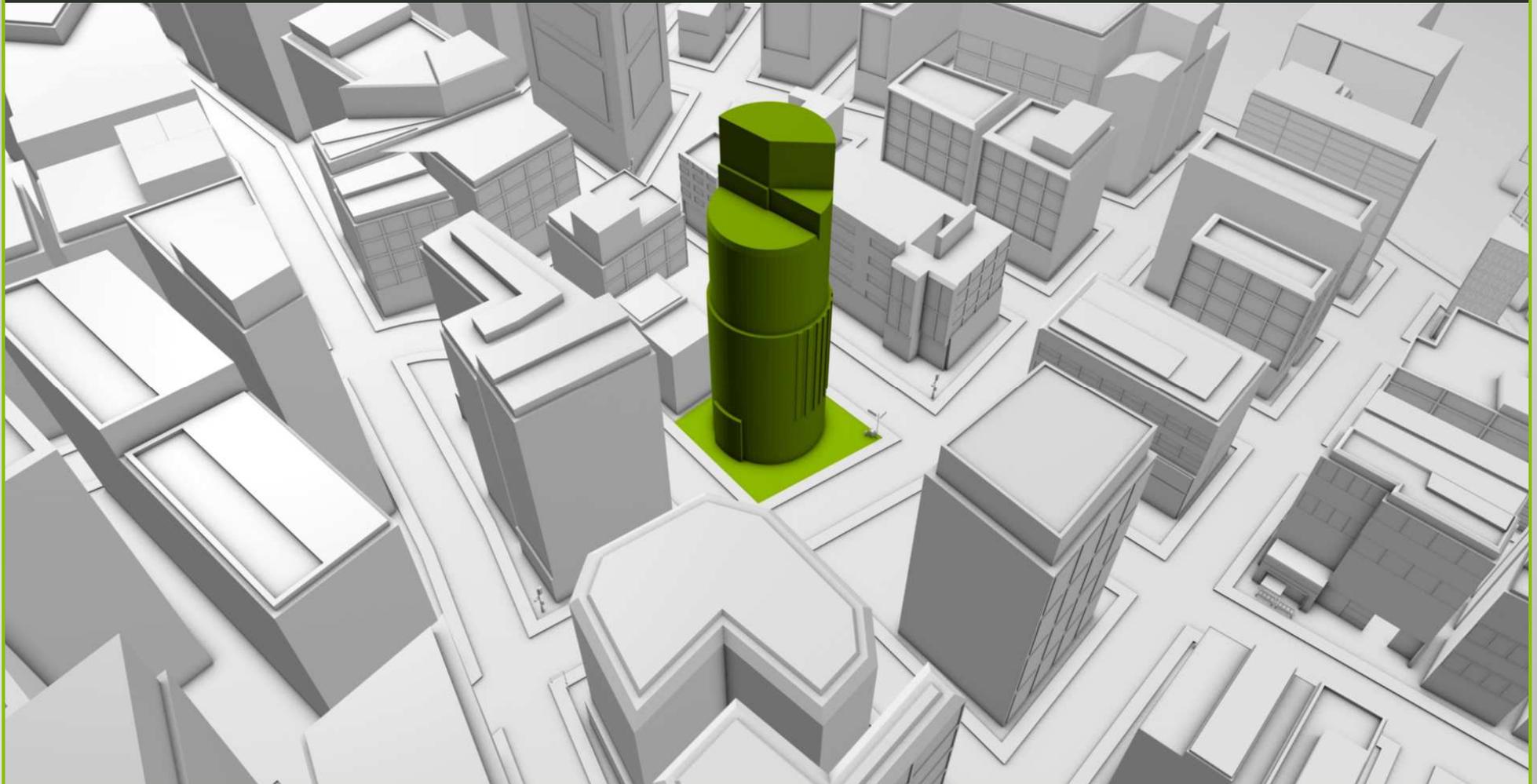
pbb continuously profitable for more than 3 years

Alexander von Uslar-Gleichen, CFO

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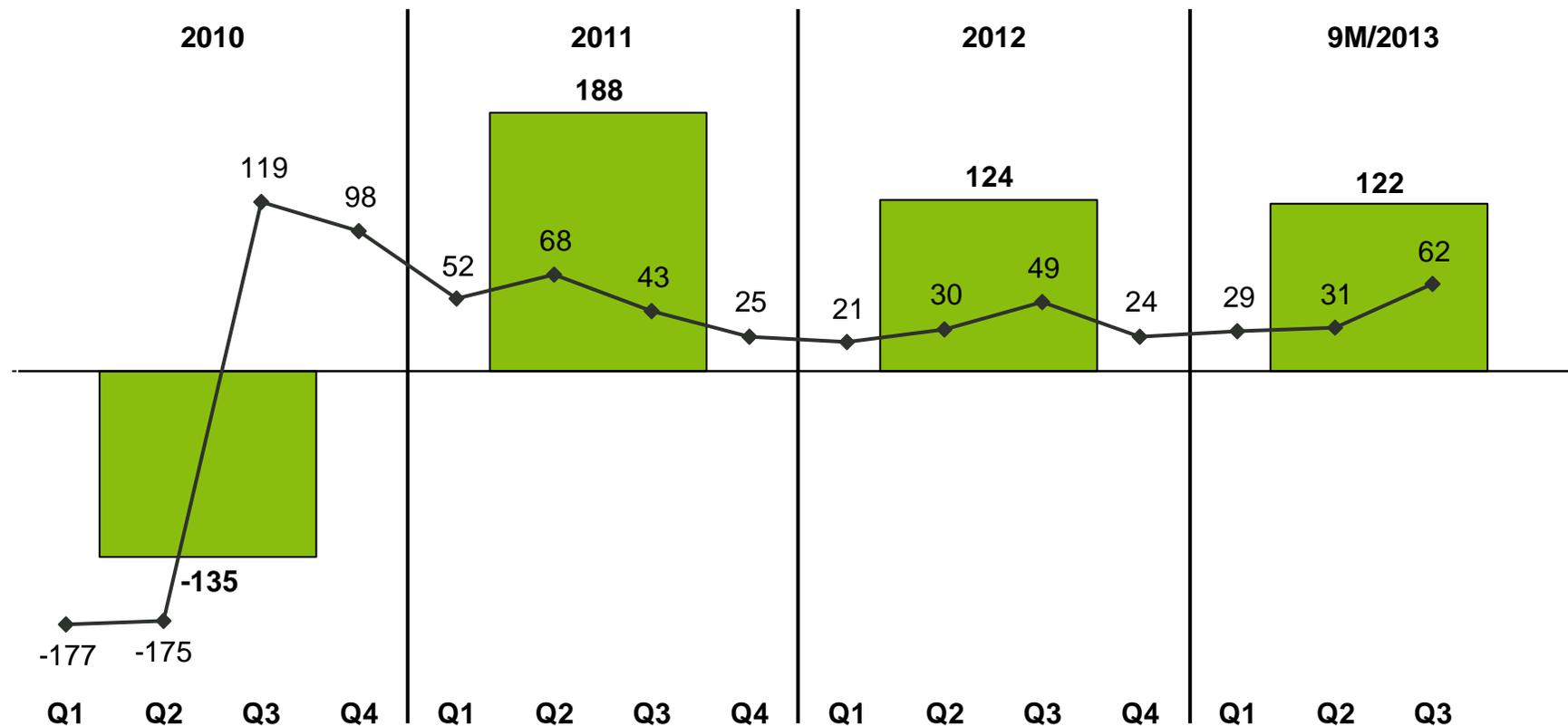


Income Statement (IFRS)

pbb continuously profitable for more than 3 years – pre-tax profit for the first nine months 2013 already at full year level 2012

Pre-tax Profit

EUR millions

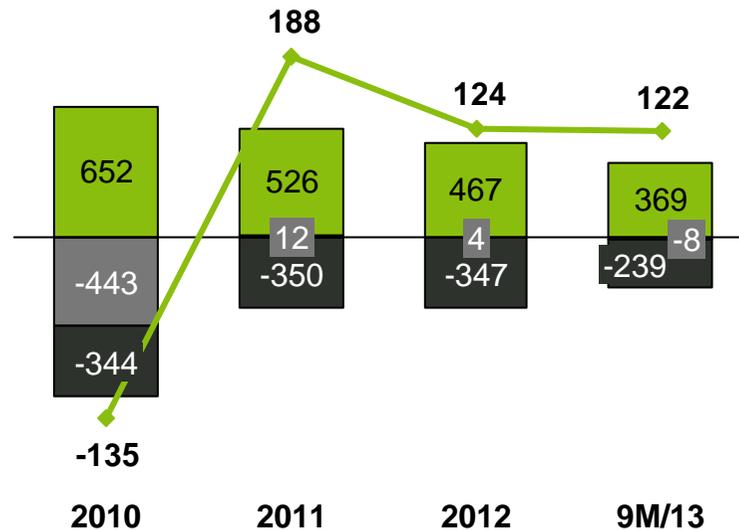


Income Statement (IFRS)

9M/2013: Pre-tax profit well ahead of initial full-year target 2013

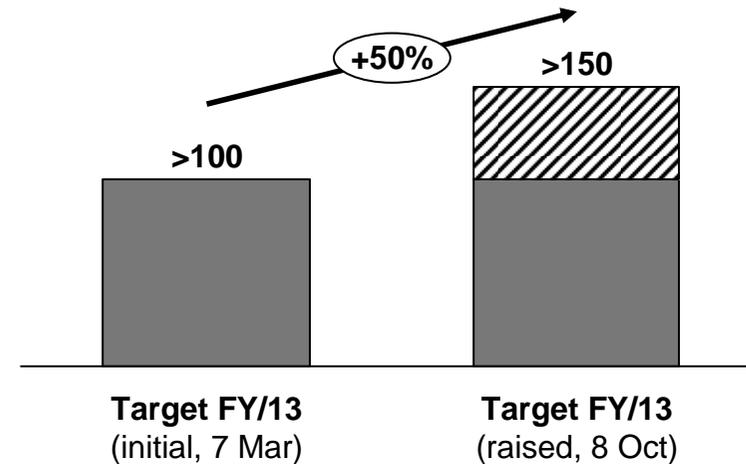
Income/Expenses

EUR millions



Key drivers:

- Development of **operating revenues** primarily reflects a declined asset base and derivatives valuation effects
- **Loan-loss provisions** remain on moderate level – planning assumptions based on more normalised provisioning
- Strict cost management with positive impact on **general administrative expenses**



Income Statement (IFRS)

Q3/2013: Strong pre-tax profit of EUR 62 mn

Income/Expenses

EUR millions

	Q1/13	Q2/13	Q3/13
Operating revenues	101	113	155
Net interest and similar income	79	74	79
<i>thereof: one-off effects</i>	10	5	3
Provisions for losses on loans and advances	4	-3	-9
General administrative expenses and other	-76	-79	-84
Pre-tax profit	29	31	62

Key drivers Q3/13:

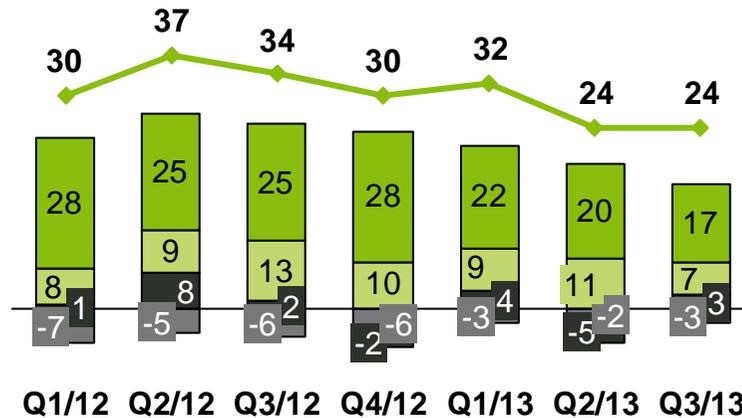
- **Operating revenues** positively driven by a EUR 92 mn gain from sale of a restructured property, which more than compensated for
 - EUR 55 mn negative one-off effects from derivatives valuation
 - EUR 3 mn lower income from FMS-WM servicing (EUR 5 mn lower vs. Q1/13)
- **Net interest income** starts to benefit from increasing profitability in the portfolio
- **Loan-loss provisions** required for only a few individual cases
- **General administrative expenses** include extra costs relating to the termination of the FMS-WM servicing

Income Statement (IFRS)

Following the termination of the FMS-WM servicing in September, reduction of cost base will largely compensate for loss of servicing fee

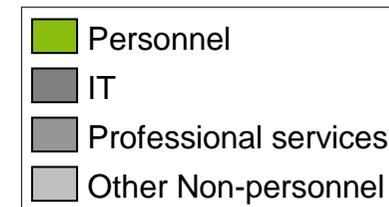
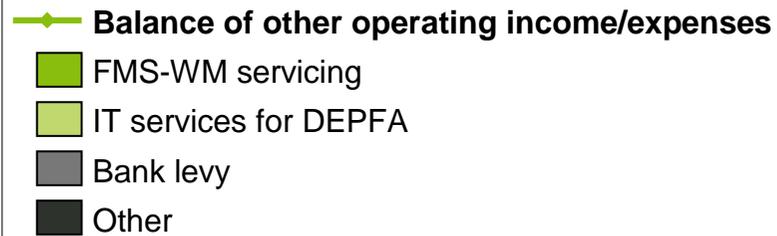
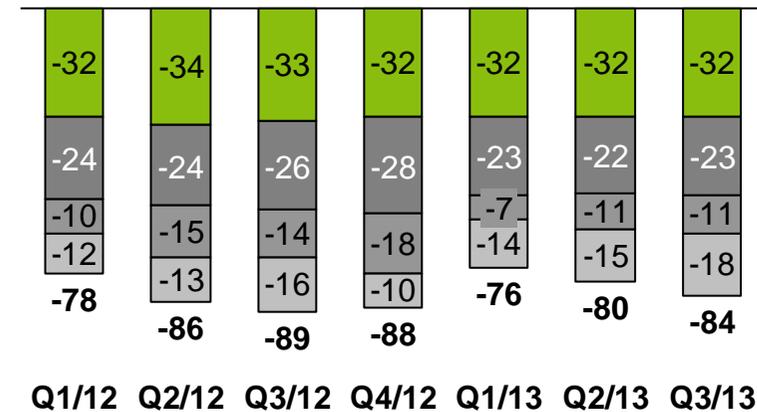
Balance of Other Operating Income/Expenses

EUR millions



General Administrative Expenses

EUR millions



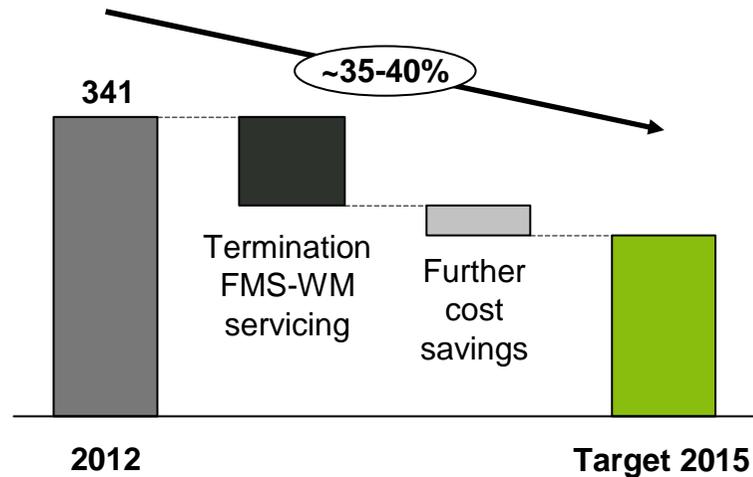
FMS-WM servicing fee will almost completely fall away, but related costs will also largely be reduced

Income Statement (IFRS)

Operating cost base to be reduced by ~35-40% until 2015

Outlook: General Administrative Expenses

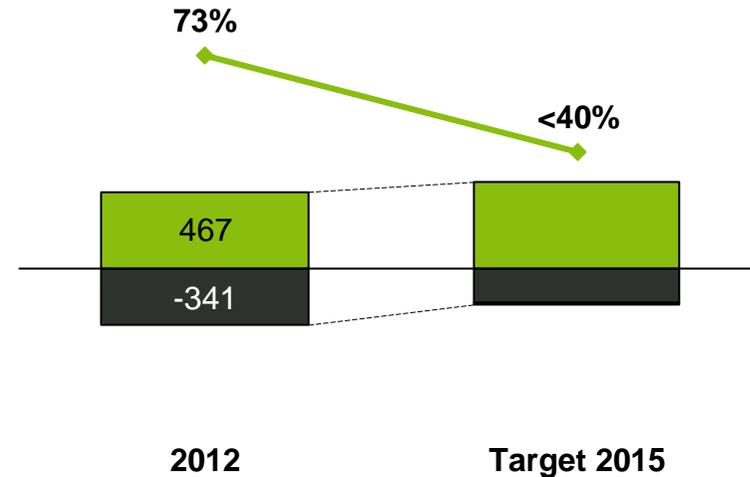
EUR millions



- Reduction of **FMS-WM servicing related costs**
 - Salaries and personnel add-on costs
 - Outsourcing contracts, office rent, IT, professional services
- Further **cost savings potential** due to reduced complexity and strict cost management
- **Targeted cost base** expected to split as follows
 - ~50% Personnel
 - ~25% IT
 - ~25% Other non-personnel

Outlook: Cost-Income-Ratio

EUR millions

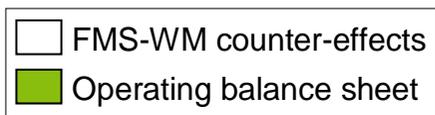
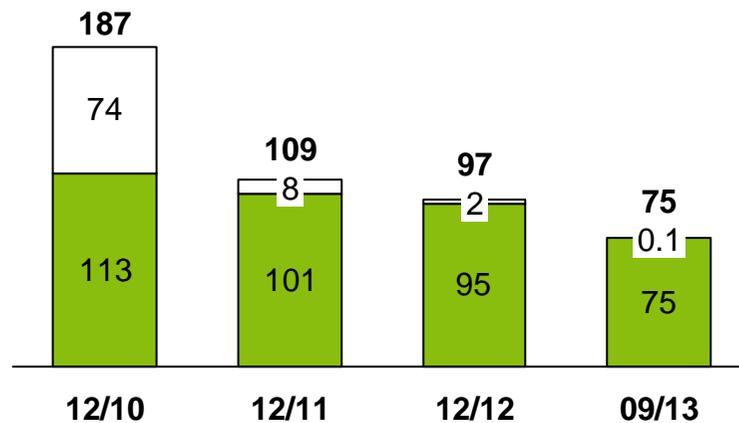


- ◆ Cost-Income-Ratio (CIR)
- Operating revenues
- General administrative expenses

Balance Sheet (IFRS) FMS-WM effects successfully managed down

Total Assets

EUR billions



Key drivers:

- Hardly any **counter-effects** resulting from the asset transfer left
- No other **FMS-WM related assets** remaining on pbb's balance sheet
 - FMS-WM bonds redeemed at final maturity
 - FMS-WM 'limping' sub-participation ('hinkende Unterbeteiligung') in mortgage cover pool loans terminated
- **LTRO** fully repaid since Feb 2013
- Maturities, mainly run-down of **non-strategic Public Budget Finance**

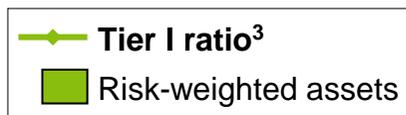
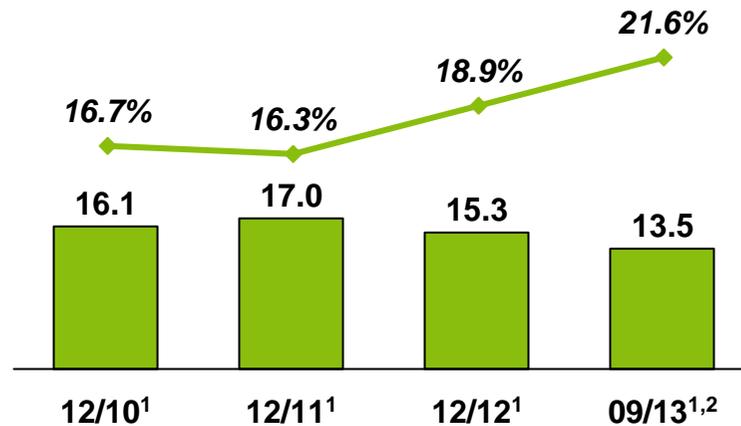
Note: Figures may not add up due to rounding

Capitalisation

Capitalisation continuously strengthened

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:

- Continuously strengthened **Tier I ratio** on the basis of
 - reduced RWA
 - slightly increased Tier I capital (09/2013: EUR 2.9 bn³)
- Full retention of profits required by EU until re-privatisation to pay back **silent participation** of SoFFin
- Impacts from currently known **Basel III regulations** expected to be manageable

Note: Figures may not add up due to rounding

1 Incl. full-year result

2 Year-to-date result not yet included

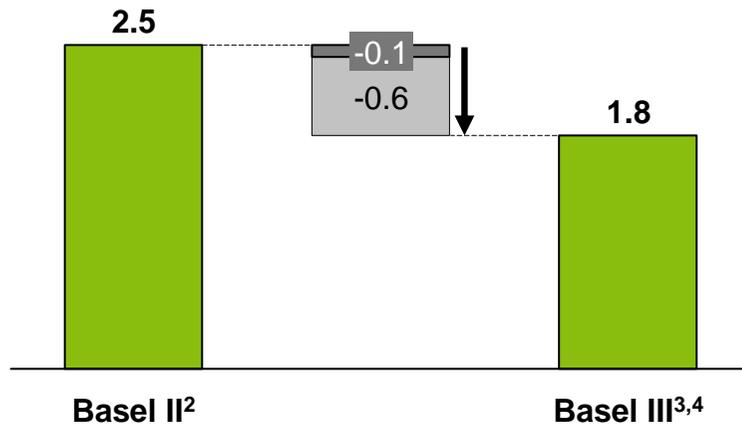
3 Incl. SoFFin silent participation (09/13: EUR 129 mn) and hybrid capital (09/13: EUR 350 mn)

Capitalisation

Basel III: Simulation of capital (fully phased-in)

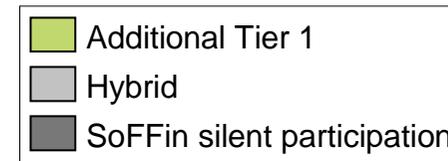
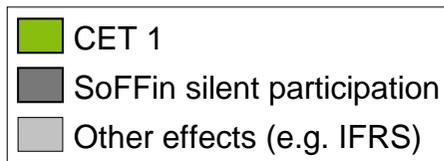
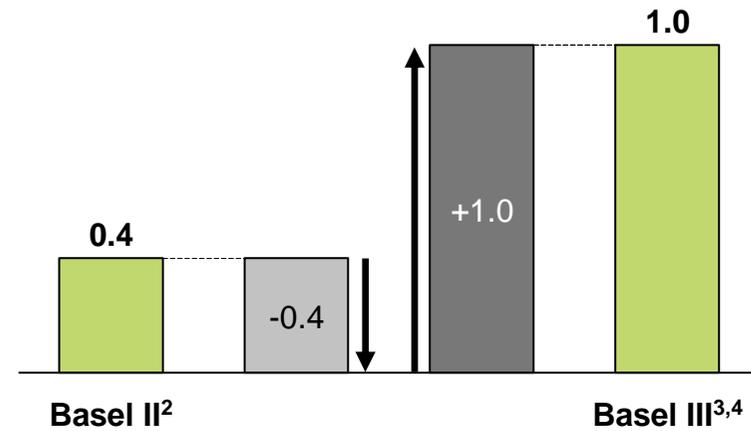
CET 1

30/06/2013: EUR billions¹



Additional Tier 1 Capital

30/06/2013: EUR billions



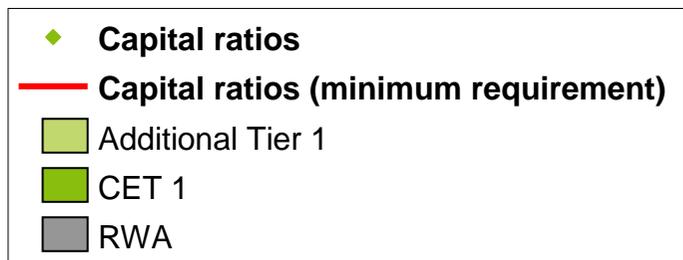
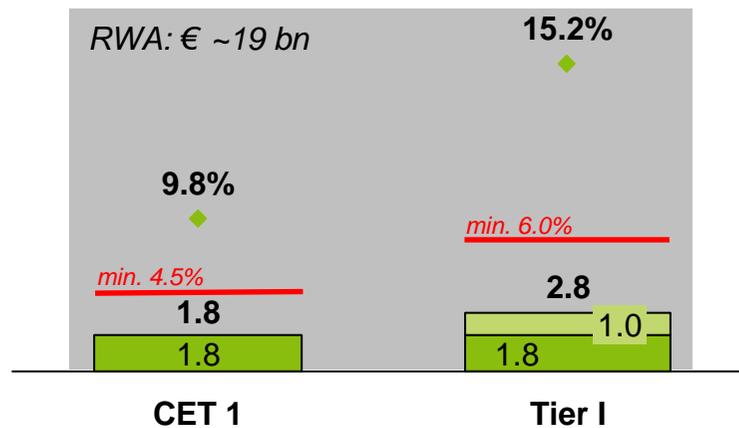
1 Year-to-date result not yet included 2 SolvV, German GAAP/HGB 3 Based on currently applicable Basel III rules 4 Actual figures may vary significantly from simulation

Capitalisation

Basel III: Simulation of capital and liquidity ratios (fully phased-in)

Basel III Capital Ratios

30/06/2013: EUR billions (IFRS)^{1,2,3}



Basel III Leverage and Liquidity Ratios

30/06/2013: EUR billions (IFRS)^{1,2,3}

Leverage Ratio	3.5%	(min. 3.0%) ⁴
LCR	322%	(min. 100%)
NSFR	101%	(min. 100%)

Basel III implications:

- RWA will increase under Basel III, mainly due to CVA-effects which do not apply under Basel II
- pbb with solid **capital ratios** under Basel III assumptions
- All Basel III **liquidity requirements** expected to be fulfilled

1 Year-to-date result not yet included 2 Based on currently applicable Basel III rules 3 Actual figures may vary significantly from simulation 4 Not finally defined

- ➔ pbb continuously **profitable for more than 3 years**
- ➔ Focus on **increasing profitability**
 - Increase of revenues from loan business due to higher margins and portfolio growth of the strategic REF and PIF business
 - Cost savings potential to achieve a CIR of <40% by 2015
- ➔ **Strong capitalisation** with pro-forma Tier I ratio of 21.6% as of 30/09/2013 (not yet including year-to-date result)
- ➔ All **Basel III capital and liquidity requirements** already met (simulation as of 30/06/2013 – fully phased-in)

➔ **Increase of profitability targeted
by increasing revenues from loan business and strict cost management**

pbb Banks' Day 2013

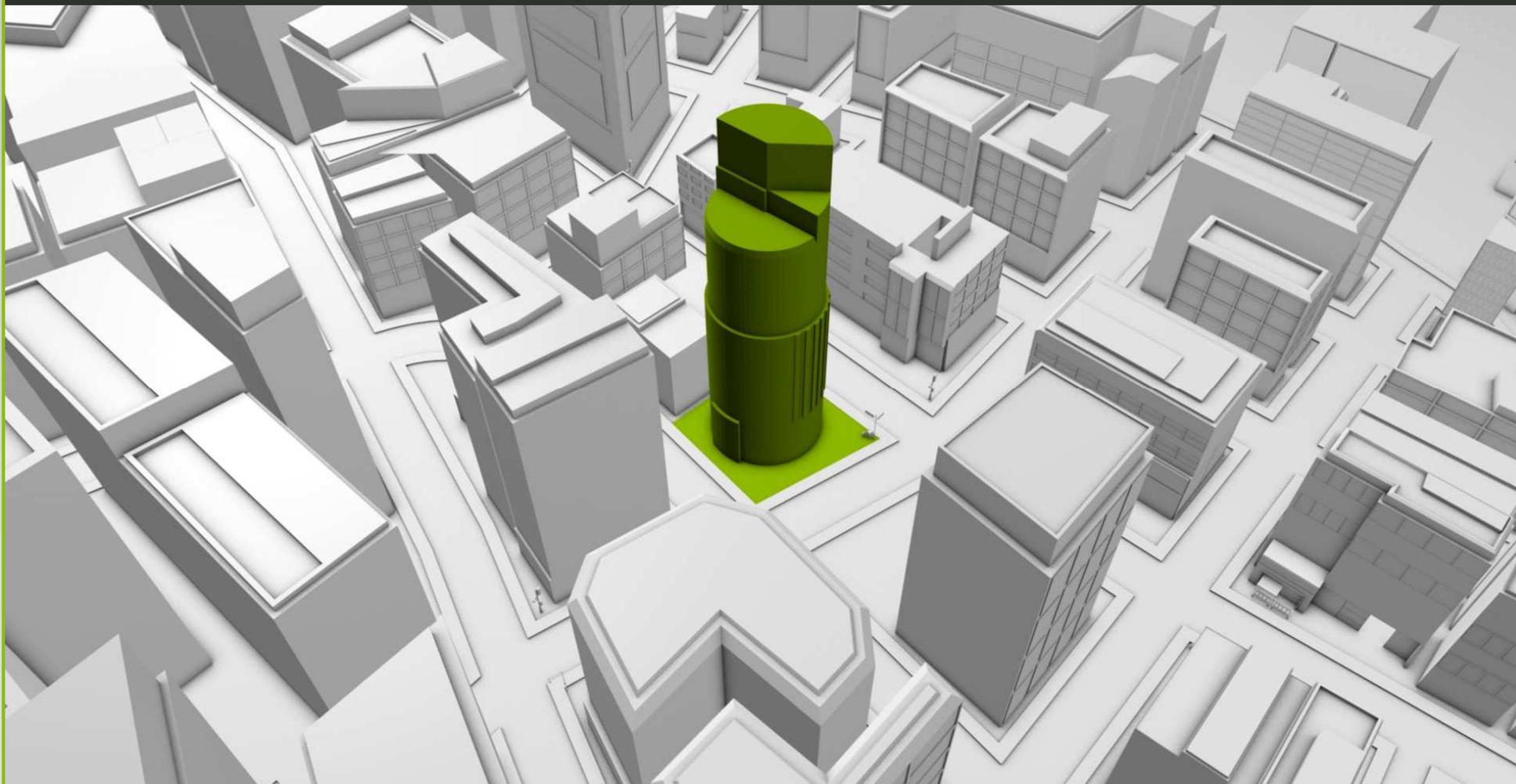
pbb well established in the capital markets

Wolfgang Groth, Group Treasurer

PUBLIC SECTOR FINANCE
REAL ESTATE FINANCE

pbb

DEUTSCHE
PFANDBRIEFBANK



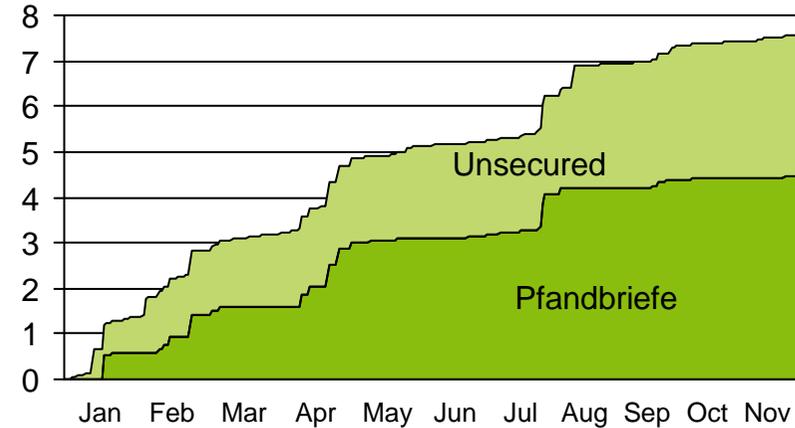
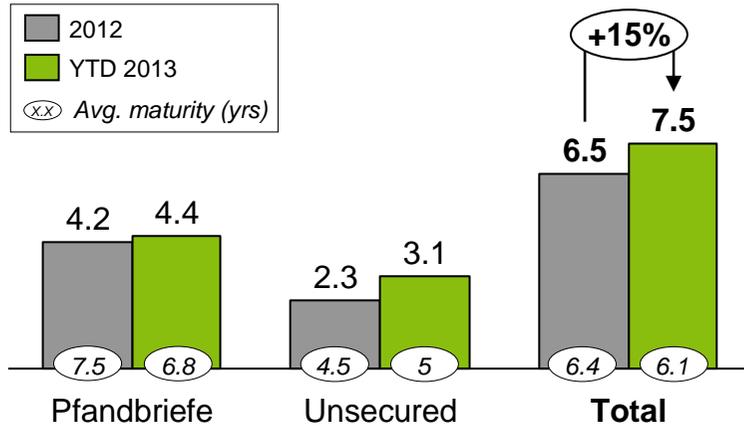
Funding

EUR 7.5 bn new long-term funding in 2013 provides comfortable basis for next year

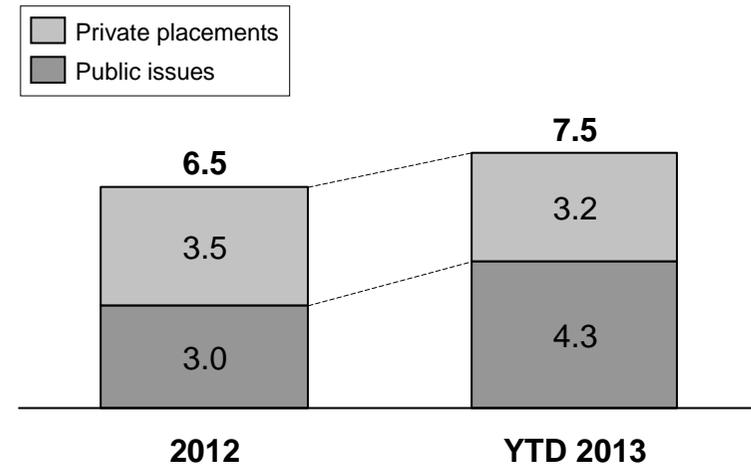


New Long-term Funding¹

EUR billions



Mortgage Pfandbrief	<ul style="list-style-type: none"> Three EUR-benchmarks with 4-, 5- and 7-yr maturities at significantly decreased spread levels vs. 2012 + two taps Leading issuer of GBP with one GBP-benchmark + three taps (GPB 375 mn) Currently only issuer of SEK with strong private placements (SEK 1.8 bn)
Public Sector Pfandbrief	<ul style="list-style-type: none"> First public sector benchmark with 15-yr maturity since 2003 + one tap
Senior Unsecured	<ul style="list-style-type: none"> Two benchmarks with maturities 07/16 and 09/17 + one tap Strong private placements of promissory notes (EUR 1.3 bn) with avg. maturity of 7.3 yrs



Note: Figures may not add up due to rounding 1 Excl. money market and ECB repo transactions

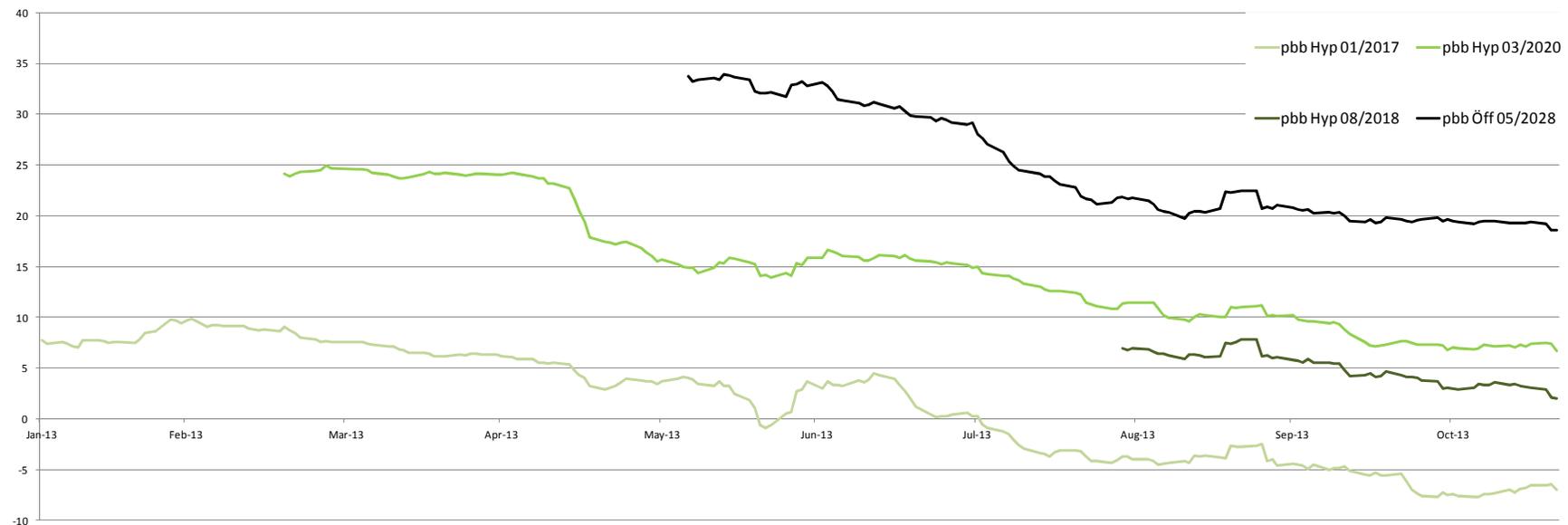
Funding Pfandbrief benchmarks with good performance



Public benchmark Pfandbrief issuances 2013

Type	WKN	Launch date	Maturity	Volume	Spread ¹	Coupon	Issue/reoffer price
Mortgage Pfandbrief	A1RFBY	23.01.2013	30.01.2017	EUR 500 mn	+8bp	0.875%	99.585%
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	+50bp ²	3mL+45bp	99.852%
Public Sector Pfandbrief	A1R06C	22.05.2013	29.05.2028	EUR 500 mn	+40bp	2.375%	98.612%
Mortgage Pfandbrief	A1X256	21.08.2013	28.08.2018	EUR 500 mn	+9bp	1.375%	99.803%

Spread developments Pfandbriefe (bp)^{1,3}

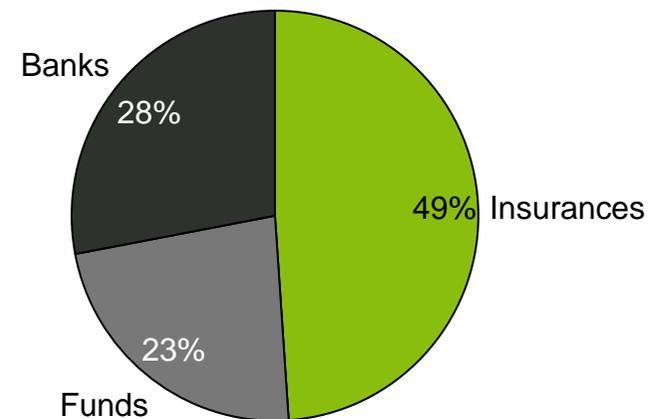
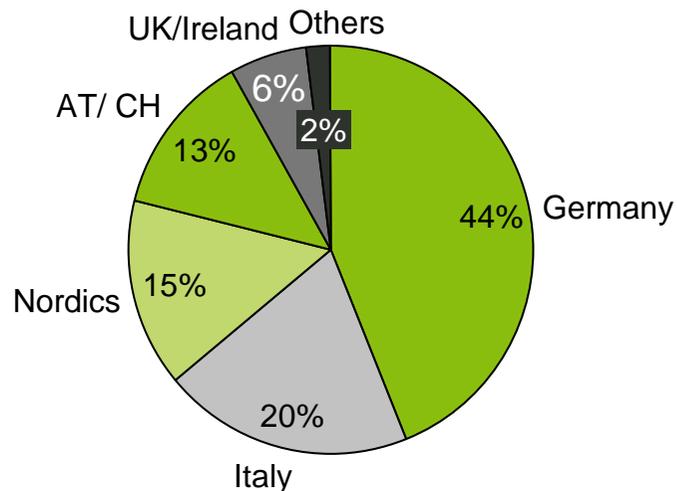


1 vs. mid-swap 2 vs. UK Gilts 3 Source: Bloomberg

Funding First 15 year Public Sector Pfandbrief since 2003

- Transaction benefited from strong demand for the German Pfandbrief and scarcity of long dated issuance
- Order book well oversubscribed with EUR 1.1 bn
 - High quality real-money Investors
 - 61 accounts participating
- Well diversified investor base
 - Biggest share still based in Germany (44%)
 - Increasing demand from European investors and insurances

15y Public Sector Pfandbrief 05/2028 (issued May 2013)



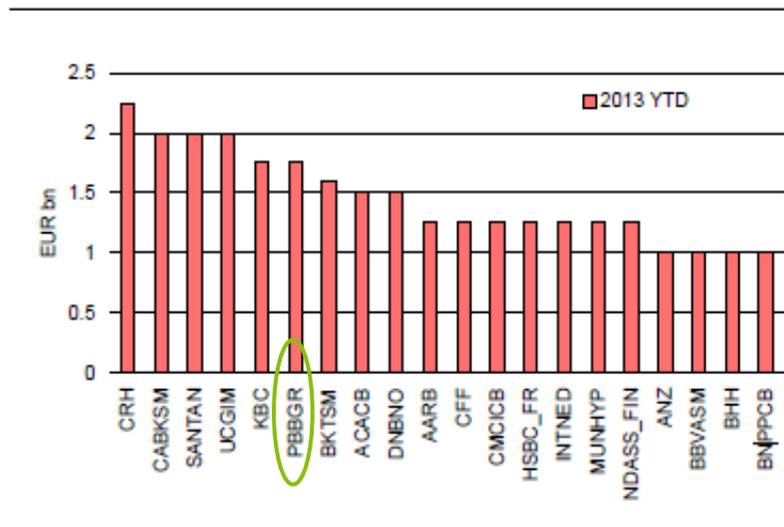
Funding

pbb is one of the top 5 covered bond issuers



Top 5 issuer in the benchmark covered bond market

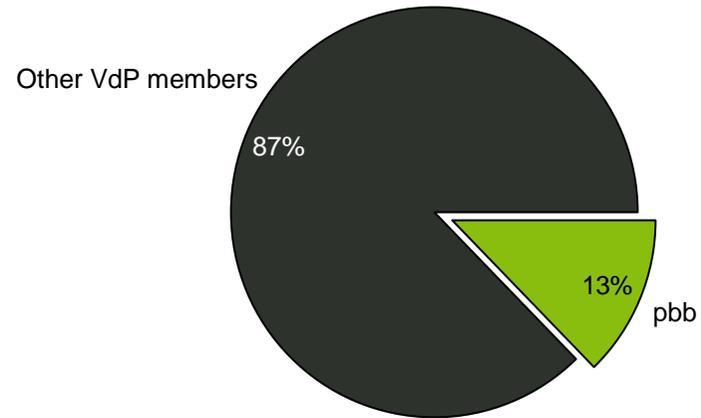
TOP 20 ISSUERS IN 1H13 BY VOLUME



Source: UniCredit Research

One of the largest Pfandbrief issuers

- pbb with significant market share in newly issued Pfandbriefe in the first 6 months 2013 (total issuance: EUR 24 bn)

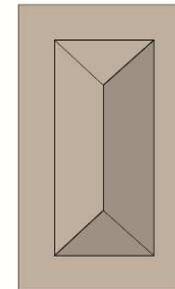


Source: VdP

The Cover

Awards 2013

Covered bond news from the
publishers of **EUROWEEK**



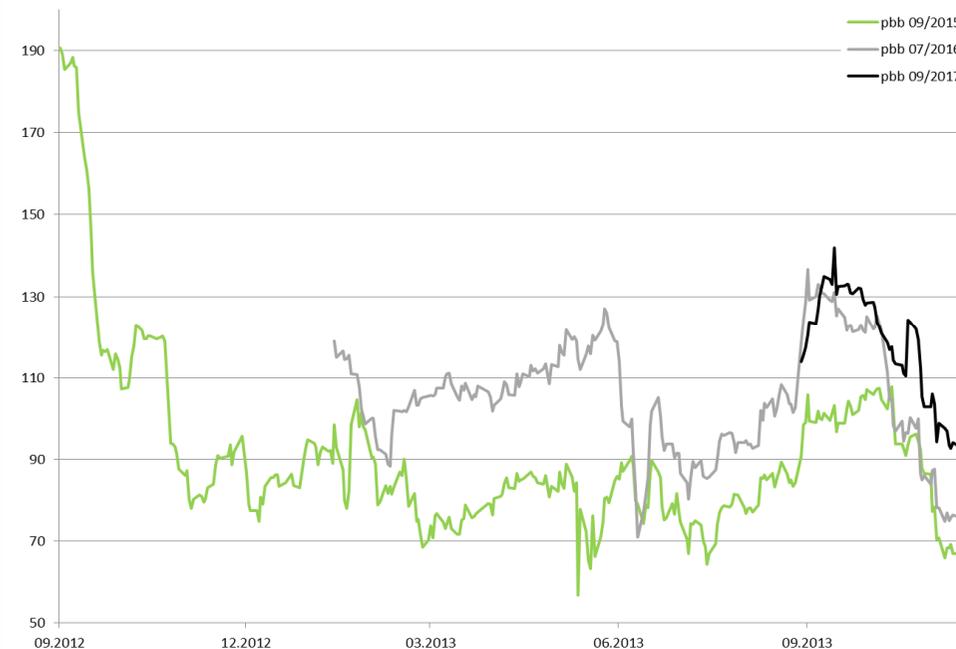
Funding Three unsecured benchmarks issued

Public unsecured benchmark issuances 2012/2013

Type	WKN	Launch date	Maturity	Volume	Spread ¹	Coupon	Issue/reoffer price
Senior Unsecured	A1PG3A	04.09.2012	11.09.2015	EUR 500 mn	+195bp	2.500%	99.852%
Senior Unsecured	A1RFBU	17.01.2013	19.07.2016	EUR 500 mn	+138bp	2.000%	99.587%
Senior Unsecured	A1X26E	12.09.2013	11.09.2017	EUR 500 mn	+115bp	2.250%	99.799%

Spread development senior unsecured benchmark

(bp)^{1,2}



1 vs. mid-swap 2 Source: Bloomberg

- pbb's two senior unsecured benchmarks in 2013 mark the next steps in re-establishing the bank
 - Maturity date well beyond 2015
 - Good secondary market performance of all transactions
 - Benchmarks are a stable part of our unsecured funding besides Schuldscheindarlehen and deposits
 - Depending on demand, bonds will be tapped up to a volume of EUR 1 bn
 - Due to the rather long dated private placements, benchmarks are used to cover the shorter maturities

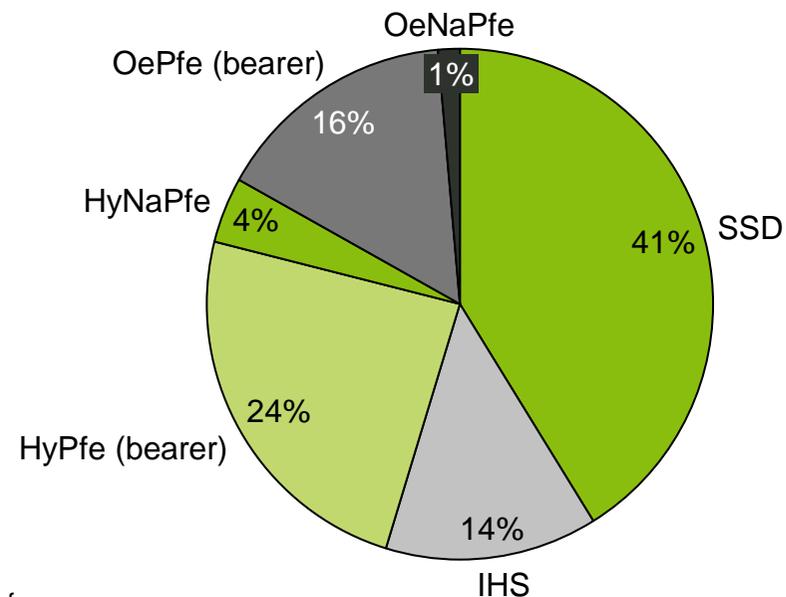
Funding

Strong activity in the private placement market

- Private placement market is an important pillar for pbb's refinancing and reflects approx. half of the funding
- Evenly split between registered and bearer bonds
- In 2013 only minor portion with long tenor in registered Pfandbriefe
- SSD market with its special characteristics plays major role in unsecured funding
 - Well diversified, broad investor base
 - Small ticket size
 - Mainly domestic driven
 - Longer tenor in 2013 due to low yield environment
- High flexibility regarding tailor-made structures (starting with a volume of EUR 3 mn)
 - FRN, leveraged, collared
 - Zero (only unsecured), step-up coupon
 - Callables (currently no putable structures)
 - CMS-linked, CMS Spread

Private Placements YTD

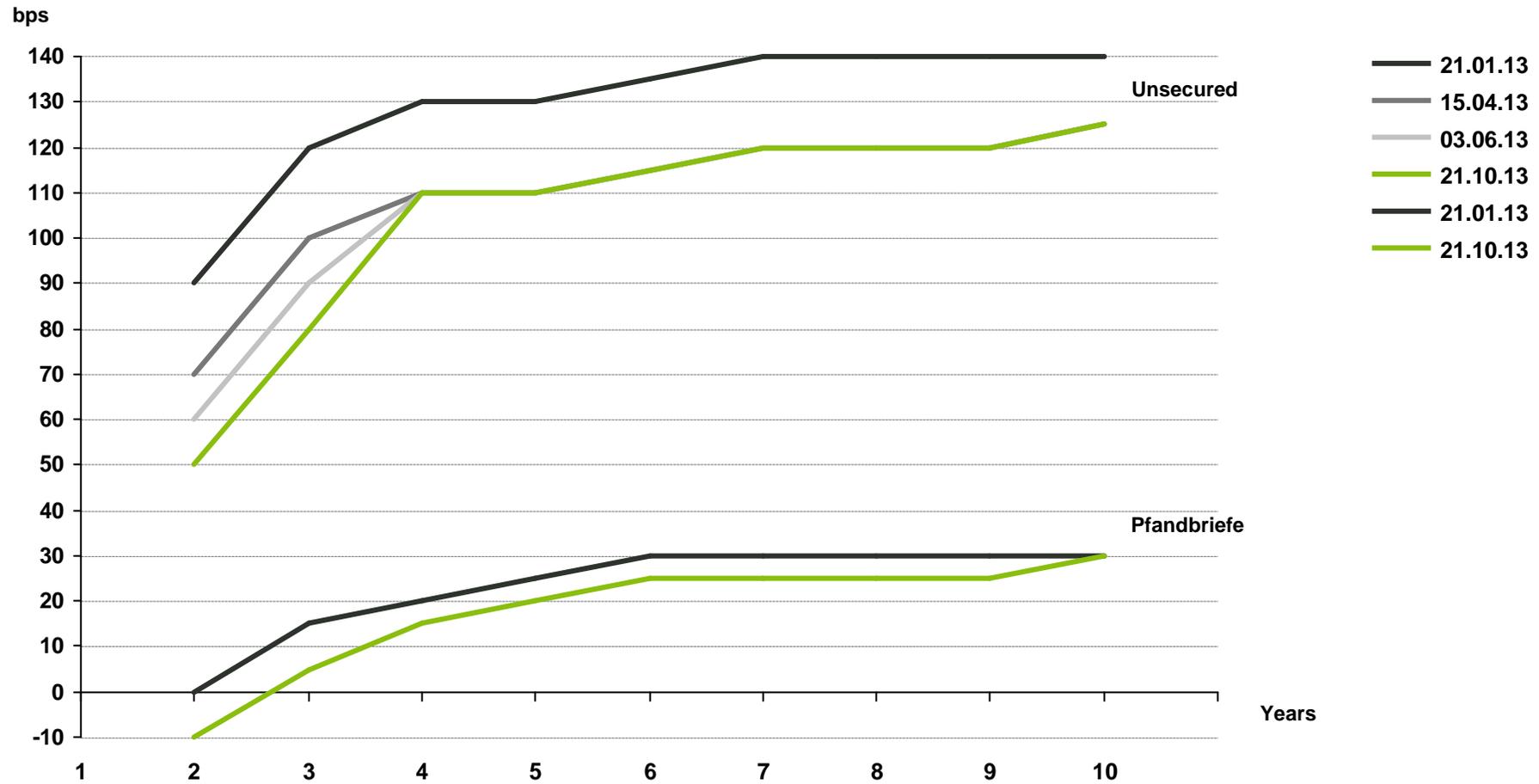
	Format	Volume ¹	Trades	av. size ²	av. tenor ³
Pfandbriefe ⁴	Bearer	1.270	32	39.7	3.9
	Registered	179	18	9.9	16.5
Unsecured	Bearer	433	17	25.5	2.5
	Registered	1.316	242	5.4	7.3
Total		3.198	309	10.5	5.8



1 in EUR billions 2 in EUR millions 3 in years 4 Mortgage and Public Sector Pfandbriefe

Funding Private Placement Levels

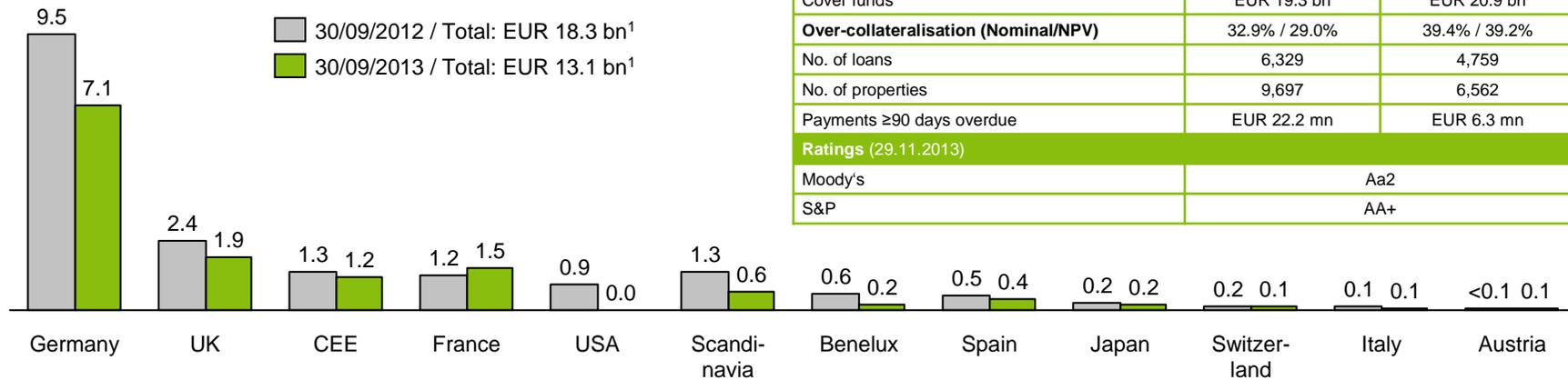
Private Placement Levels in 2013



Funding Mortgage Cover Pool

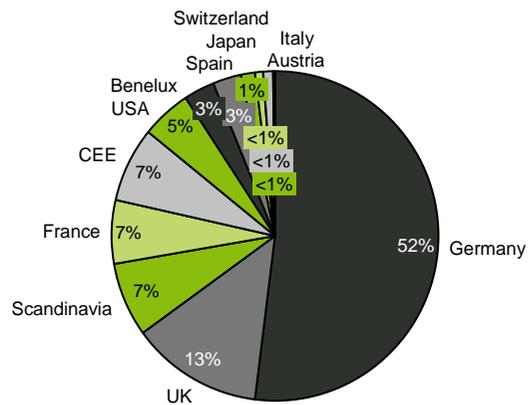
Cover Funds by Region

EUR billions (Nominal)

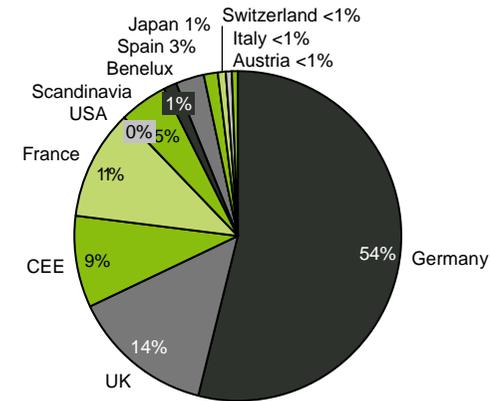


Mortgage cover pool (Nominal)	30/09/2012	30/09/2013
Pfandbriefe outstanding	EUR 14.5 bn	EUR 14.9 bn
Cover funds	EUR 19.3 bn	EUR 20.9 bn
Over-collateralisation (Nominal/NPV)	32.9% / 29.0%	39.4% / 39.2%
No. of loans	6,329	4,759
No. of properties	9,697	6,562
Payments ≥90 days overdue	EUR 22.2 mn	EUR 6.3 mn
Ratings (29.11.2013)		
Moody's		Aa2
S&P		AA+

30/09/2012



30/09/2013



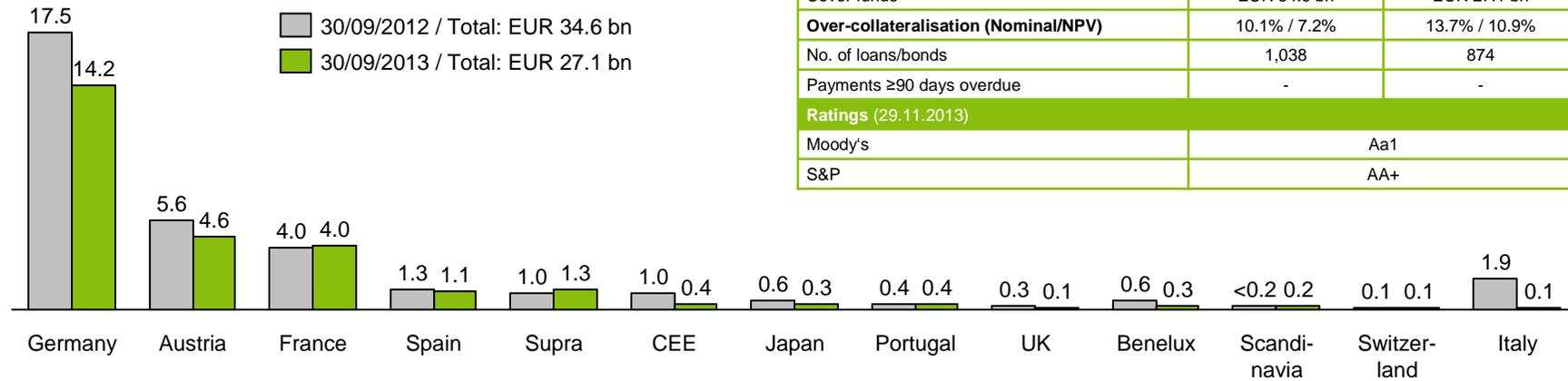
Note: Figures may not add up due to rounding 1 Excl. additional cover assets (substitute collateral)

Funding Public Sector Cover Pool



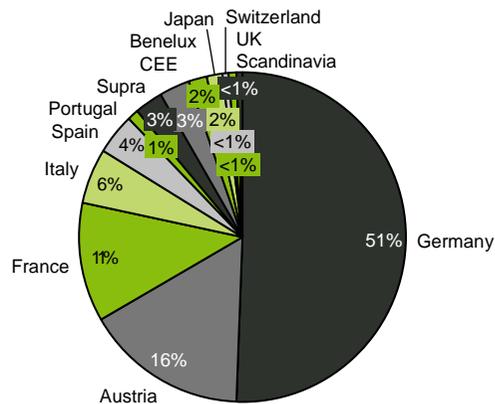
Cover Funds by Region

EUR billions (Nominal)

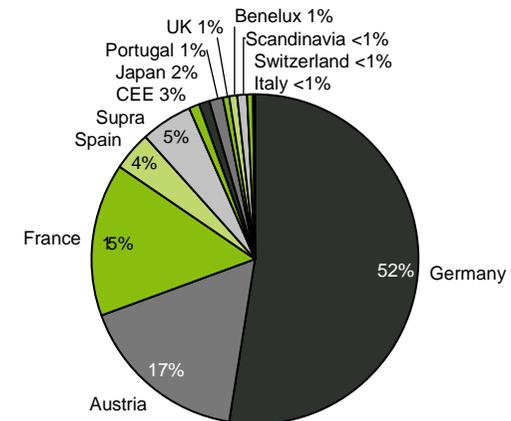


Public Sector cover pool (Nominal)	30/09/2012	30/09/2013
Pfandbriefe outstanding	EUR 31.4 bn	EUR 23.8 bn
Cover funds	EUR 34.6 bn	EUR 27.1 bn
Over-collateralisation (Nominal/NPV)	10.1% / 7.2%	13.7% / 10.9%
No. of loans/bonds	1,038	874
Payments ≥90 days overdue	-	-
Ratings (29.11.2013)		
Moody's	Aa1	
S&P	AA+	

30/09/2012



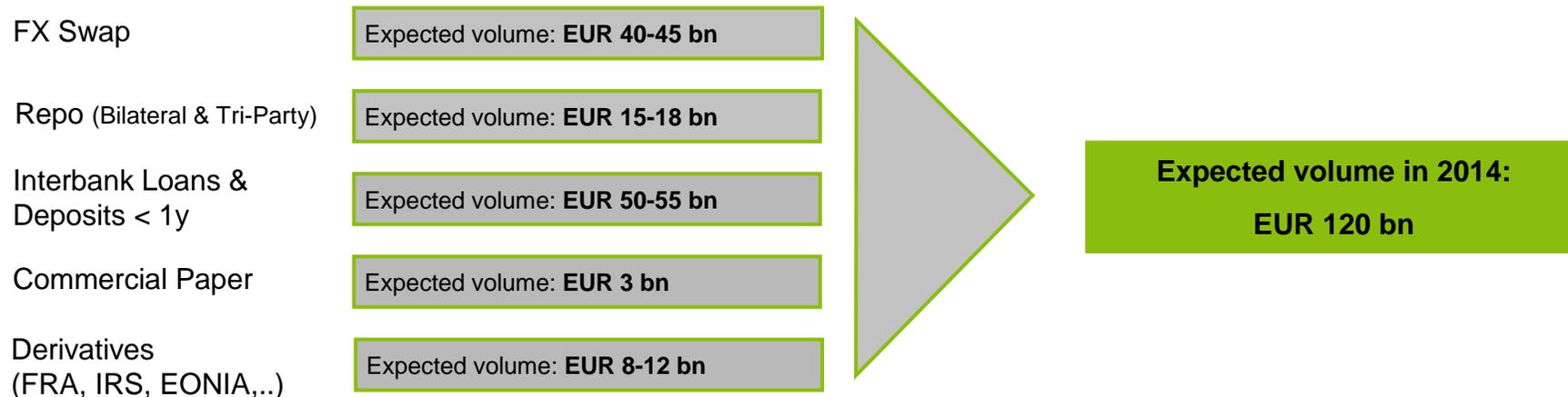
30/09/2013



Note: Figures may not add up due to rounding

- Management of pbb liquidity in EUR and foreign currencies
- Management and steering of the fixings and short-term IR < 1y
- Steering and optimization of the Public Sector and Mortgage Coverpools in relation to external requirements and profitability
- Management and steering of the regulatory Liquidity Buffer (MaRisk/EBA)
- Monitoring of the Liquidity Risk

Planned trading volume in 2014 (in EUR)



Responsibilities

- Interest rate steering: pbb banking book, capital investment book, model books, derivatives portfolio
- Client derivatives business: pricing and execution of derivatives for our REF and PIF clients
- Strategic balance sheet mgmt: structural funding gaps, funding planning, funds transfer pricing, Treasury Operating Model

Needs

- Competitive and prompt pricing for new transactions and terminations
- Transparent quotes: ideally mid-market rate and margin
- Continuous access to derivatives in our main currencies: EUR, USD, GBP, SEK
- Cross-currency swap lines especially in USD, GBP & SEK
- Where possible, trade confirmation via MarketWire
- Access to your research platforms and positioning ideas

Planned trading volume in 2014 (in EUR)

Derivatives >1 Y (IRS, Swaptions, Caps/Floors)

Expected volume: **EUR 8-12 bn**

Long Term Funding

- Several EUR Pfandbrief Benchmarks (max. EUR 750 mn)
- Club deals with floating rate Pfandbriefe
- Mortgage Pfandbriefe also in SEK and GBP
- Public Sector Pfandbriefe also in USD
- Opportunistic issuance of unsecured in non EUR
- Importance of Private Placements
- Retail platform well accepted by the market with deposits above EUR 500 mn
- Diversification of funding sources and broadening of investor base

Money Markets

- Beginning Repo activities via GC Pooling
- Reactivation of the Commercial Paper Program

Derivatives

- Implementation of central clearing for OTC derivatives
- Optimization of derivatives portfolio to reduce regulatory charges and balance sheet
- Streamline our list of counterparts by novating transactions from counterparts no longer active
- Ongoing development of derivatives pricing and funds transfer pricing

Unser Angebot **pbb direkt**
2,00 % p.a.

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1,20 % p.a.

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