

# Financial Data Supplement Q3 2021

October 27, 2021



# FINANCIAL DATA SUPPLEMENT Q3 2021

## Profit and Loss Statement and Key Performance Indicators



(in € m, unless stated otherwise)	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021	Q3 2021 vs. Q2 2021	Q3 2021 vs. Q3 2020	9M 2020	9M 2021	9M 2021 vs. 9M 2020
Management fees and other recurring revenues	2,136	553	508	523	550	2,134	548	584	608	4 %	16 %	1,584	1,740	10 %
Performance & transaction fees and other non-recurring revenues	205	17	20	20	33	90	40	19	27	45 %	38 %	57	85	50 %
Other revenues	48	(46)	23	15	22	14	46	23	29	26 %	94 %	(9)	97	N/M
<b>Total net revenues</b>	<b>2,389</b>	<b>524</b>	<b>551</b>	<b>558</b>	<b>605</b>	<b>2,237</b>	<b>634</b>	<b>625</b>	<b>664</b>	<b>6 %</b>	<b>19 %</b>	<b>1,632</b>	<b>1,923</b>	<b>18 %</b>
<i>Revenue adjustments</i>	-	-	-	-	-	-	-	-	-	N/M	N/M	-	-	N/M
<b>Adjusted revenues</b>	<b>2,389</b>	<b>524</b>	<b>551</b>	<b>558</b>	<b>605</b>	<b>2,237</b>	<b>634</b>	<b>625</b>	<b>664</b>	<b>6 %</b>	<b>19 %</b>	<b>1,632</b>	<b>1,923</b>	<b>18 %</b>
<i>Adjusted Compensation and benefits</i>	783	162	192	167	180	701	206	196	183	(7)%	9 %	521	585	12 %
<i>Adjusted General and administrative expenses</i>	832	183	170	175	212	740	179	183	210	15 %	20 %	528	572	8 %
<b>Adjusted cost base (excl. transformation charges)</b>	<b>1,615</b>	<b>345</b>	<b>362</b>	<b>342</b>	<b>393</b>	<b>1,442</b>	<b>385</b>	<b>379</b>	<b>393</b>	<b>4 %</b>	<b>15 %</b>	<b>1,049</b>	<b>1,157</b>	<b>10 %</b>
<i>Severance and restructuring</i>	43	6	18	3	6	33	6	1	4	N/M	18 %	27	10	(64)%
<i>Transformation charges</i>	-	-	-	-	-	-	6	7	9	32 %	N/M	-	21	N/M
<i>Other cost adjustments</i>	(0)	0	0	(0)	0	(0)	0	1	0	N/M	N/M	(0)	1	N/M
<b>Total noninterest expenses</b>	<b>1,657</b>	<b>351</b>	<b>380</b>	<b>345</b>	<b>398</b>	<b>1,474</b>	<b>397</b>	<b>387</b>	<b>405</b>	<b>5 %</b>	<b>17 %</b>	<b>1,076</b>	<b>1,189</b>	<b>10 %</b>
<b>Profit before tax</b>	<b>732</b>	<b>173</b>	<b>171</b>	<b>213</b>	<b>206</b>	<b>762</b>	<b>237</b>	<b>239</b>	<b>259</b>	<b>8 %</b>	<b>22 %</b>	<b>556</b>	<b>734</b>	<b>32 %</b>
<b>Adjusted profit before tax (excl. transformation charges)</b>	<b>774</b>	<b>179</b>	<b>189</b>	<b>215</b>	<b>212</b>	<b>795</b>	<b>249</b>	<b>247</b>	<b>271</b>	<b>10 %</b>	<b>26 %</b>	<b>583</b>	<b>766</b>	<b>31 %</b>
Income tax expenses	219	51	49	61	42	204	69	67	77	14 %	25 %	162	212	31 %
<b>Net income</b>	<b>512</b>	<b>121</b>	<b>122</b>	<b>151</b>	<b>164</b>	<b>558</b>	<b>169</b>	<b>172</b>	<b>182</b>	<b>6 %</b>	<b>20 %</b>	<b>394</b>	<b>522</b>	<b>32 %</b>
<b>Resources</b>														
Employees (full-time equivalent, at period end)	3,361	3,329	3,333	3,290	3,321	3,321	3,332	3,342	3,394	2 %	3 %	3,290	3,394	3 %
Assets (at period end) <sup>1</sup>	10,952	10,712	10,944	10,783	10,448	10,448	11,255	11,443	11,268	(2)%	5 %	10,783	11,268	5 %
Management fee margin (in bps)	<b>29.6</b>	<b>29.5</b>	<b>28.1</b>	<b>27.8</b>	<b>28.3</b>	<b>28.3</b>	<b>27.9</b>	<b>28.1</b>	<b>27.6</b>	(0.4)bps	(0.1)bps	<b>28.3</b>	<b>27.9</b>	(0.4)bps
Assets under management (at period end, in € bn)	767	700	745	759	793	793	820	859	880	2 %	16 %	759	880	16 %
Net flows (in € bn)	26.1	(2.5)	8.7	10.5	13.6	30.3	1.0	19.7	12.0	N/M	N/M	16.7	32.6	N/M
<b>Efficiency Ratios</b>														
Cost-income ratio	69.4 %	67.0 %	69.0 %	61.9 %	65.9 %	65.9 %	62.6 %	61.9 %	61.1 %	(0.8)ppt	(0.8)ppt	65.9 %	61.8 %	(4.1)ppt
<i>Adjusted Cost-income ratio (excl. transformation charges)</i>	67.6 %	65.8 %	65.7 %	61.4 %	64.9 %	64.5 %	60.7 %	60.6 %	59.2 %	(1.4)ppt	(2.2)ppt	64.3 %	60.1 %	(4.1)ppt

Footnotes and definitions of additional performance measures are provided on page 3

## FINANCIAL DATA SUPPLEMENT Q3 2021

### Net flows and Assets under Management



in € bn

Net flows by asset class	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
Active Equity	(1.6)	1.7	1.0	(1.1)	0.2	1.8	0.1	(0.3)	(0.6)
Active Multi Asset	7.2	(0.7)	(0.6)	(1.2)	0.8	(1.8)	(0.5)	2.0	1.1
Active SQI <sup>2</sup>	1.5	(1.5)	(0.2)	(1.0)	(0.4)	(3.1)	0.6	1.1	0.7
Active Fixed Income	(7.8)	(5.1)	(4.4)	2.5	0.1	(6.8)	1.0	1.7	0.8
Active Cash	(2.5)	3.6	6.3	4.3	5.3	19.5	(8.6)	5.4	1.9
Passive	19.1	(2.0)	6.5	6.3	5.9	16.6	7.4	7.9	6.6
Alternatives	10.2	1.5	0.0	0.8	1.7	4.0	1.0	1.8	1.4
<b>DWS Group</b>	<b>26.1</b>	<b>(2.5)</b>	<b>8.7</b>	<b>10.5</b>	<b>13.6</b>	<b>30.3</b>	<b>1.0</b>	<b>19.7</b>	<b>12.0</b>

#### Net flows by region

Americas	3.5	1.8	(2.5)	8.0	1.6	8.8	(3.3)	5.5	4.5
EMEA excl. GY	6.5	(2.0)	9.5	(2.1)	6.7	12.1	(0.9)	4.1	3.7
Germany (GY)	13.6	(0.9)	0.9	3.0	4.5	7.5	3.9	9.9	4.3
Asia Pacific	2.4	(1.2)	0.7	1.6	0.8	1.9	1.3	0.2	(0.5)
<b>DWS Group</b>	<b>26.1</b>	<b>(2.5)</b>	<b>8.7</b>	<b>10.5</b>	<b>13.6</b>	<b>30.3</b>	<b>1.0</b>	<b>19.7</b>	<b>12.0</b>

#### Net flows by client channel

Retail	5.1	(0.4)	5.0	2.1	4.7	11.4	5.1	11.2	7.9
Institutional	21.0	(2.1)	3.7	8.5	8.9	18.9	(4.1)	8.5	4.1
<b>DWS Group</b>	<b>26.1</b>	<b>(2.5)</b>	<b>8.7</b>	<b>10.5</b>	<b>13.6</b>	<b>30.3</b>	<b>1.0</b>	<b>19.7</b>	<b>12.0</b>

<b>Total net flows</b>	<b>26.1</b>	<b>(2.5)</b>	<b>8.7</b>	<b>10.5</b>	<b>13.6</b>	<b>30.3</b>	<b>1.0</b>	<b>19.7</b>	<b>12.0</b>
FX impact	6.9	5.2	(6.9)	(12.6)	(11.7)	(26.1)	12.8	(3.3)	7.9
Performance	75.1	(66.0)	43.2	15.0	31.6	23.7	13.5	21.9	0.9
Other	(2.8)	(4.1)	(0.1)	1.5	(0.0)	(2.8)	0.6	0.4	(0.2)
<b>Total change in AuM</b>	<b>105.2</b>	<b>(67.4)</b>	<b>44.8</b>	<b>14.3</b>	<b>33.4</b>	<b>25.1</b>	<b>27.9</b>	<b>38.8</b>	<b>20.6</b>

AuM by asset class	FY 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	FY 2020	Q1 2021	Q2 2021	Q3 2021
Active Equity	96	79	91	91	97	97	105	110	110
Active Multi Asset	58	53	55	55	59	59	60	64	67
Active SQI <sup>2</sup>	71	63	66	67	69	69	71	74	75
Active Fixed Income	234	217	219	221	220	220	221	223	225
Active Cash	57	64	69	71	75	75	68	73	76
Passive	156	133	154	161	179	179	197	213	221
Alternatives	96	91	92	92	93	93	99	103	107
<b>DWS Group</b>	<b>767</b>	<b>700</b>	<b>745</b>	<b>759</b>	<b>793</b>	<b>793</b>	<b>820</b>	<b>859</b>	<b>880</b>

#### AuM by region

Americas	199	194	195	199	198	198	203	211	220
EMEA excl. GY	191	168	202	192	206	206	211	221	227
Germany (GY)	335	302	308	328	346	346	361	380	386
Asia Pacific	41	37	40	41	43	43	46	47	46
<b>DWS Group</b>	<b>767</b>	<b>700</b>	<b>745</b>	<b>759</b>	<b>793</b>	<b>793</b>	<b>820</b>	<b>859</b>	<b>880</b>

#### AuM by client channel

Retail	335	292	319	325	343	343	363	386	396
Institutional	433	408	426	434	449	449	457	473	484
<b>DWS Group</b>	<b>767</b>	<b>700</b>	<b>745</b>	<b>759</b>	<b>793</b>	<b>793</b>	<b>820</b>	<b>859</b>	<b>880</b>

Footnotes and definitions of additional performance measures are provided on page 3

## Footnotes

- 1 IFRS reported balance sheet assets
- 2 Systematic and quantitative investments
- 3 Figures may not add up due to rounding differences

## Definition of additional performance measures

### Adjusted revenues

Adjusted revenues present net interest and non-interest income excluding non-recurring items, such as disposal gains and other material non-recurring income items. We use this metric to show revenues on a continuing operating basis, in order to enhance comparability against other periods.

### Adjusted cost base

Adjusted costs, therefore both compensation and benefits and general and administrative expenses, are an expense measure we use to better distinguish between total costs (non-interest expenses) and our ongoing operating costs. It is adjusted for litigation, restructuring and severance costs as well as for material non-recurring expenses, including operational losses or transformational charges that are clearly identifiable one-off items which are not expected to recur.

### Management fee margin

The management fee margin is calculated by taking the management fees and other recurring revenues for a period divided by average AuM for the same period. Annual average AuM are generally calculated using AuM at the beginning of the year and the end of each calendar month (e.g. 13 reference points for a full year). For periods of less than one year, management fees and other recurring revenues are annualized accordingly.

### Assets under management

Assets under management (AuM) is defined as (a) assets held on behalf of customers for investment purposes and/or (b) client assets that are managed by us on a discretionary or advisory basis. AuM represents both collective investments (including mutual funds and exchange-traded funds) and separate client mandates. AuM is measured at current market value based on the local regulatory rules for asset managers at each reporting date, which might differ from the fair value rules applicable under IFRS. Measurable levels are available daily for most retail products but may only update monthly or even quarterly for some products. While AuM does not include our investment in Harvest (DWS Group owns a 30% stake in Harvest Fund Management Co. Ltd.), they do include seed capital and any committed capital on which we earn management fees. Any regional cut of AuM reflects the location where the product is sold and distributed (i.e. sales view), which may deviate from the booking center view reflected for the revenues.

### Net flows

Net flows represent assets acquired or withdrawn by clients within a specified period. It is one of the major drivers of changes in AuM.

### Cost-income ratio

Cost-income ratio (CIR) is the ratio our non-interest expenses bear to our net revenues.

### Adjusted Cost-income ratio

Adjusted cost-income ratio is based on adjusted revenues and adjusted cost base