



#ConnectingTheDots

DWS Group Q3 2025 results

October 29, 2025



Q3 2025 Key Financial Highlights

On track to reach our Full Year 2025 EPS target



Long-term net flows of €10.3bn and total net flows of €12.1bn



Revenues improved to €754mn, driven by management fee growth



Reported cost-income-ratio at 57.7%, below our Full Year 2025 target



EPS increased to €1.10, a three cents increase versus Q2

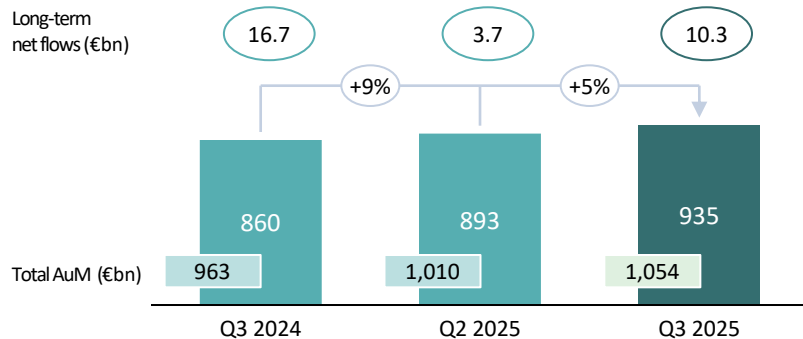
Financial Performance Snapshot – Q3 2025

DWS achieved improvement on all key financials in Q3



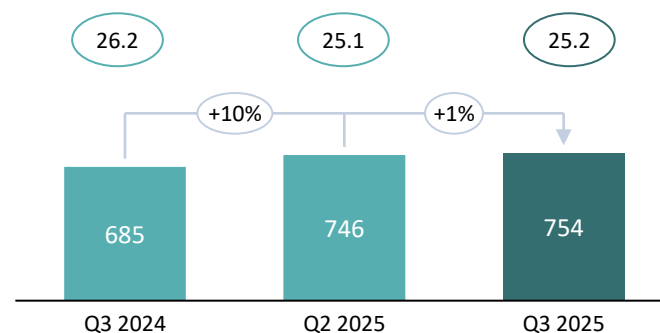
Long-term AuM (€bn)

Long-term
net flows (€bn)



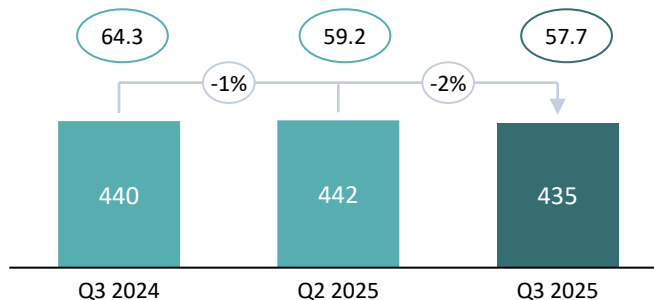
Revenues (€mn)

Management
fee margin
(bps)



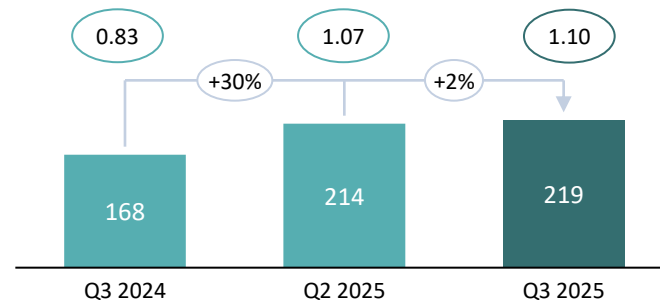
Costs (€mn)

Cost-Income
Ratio (%)



Net Income (€mn)

EPS (€)



Note: Throughout this presentation, totals may not sum due to rounding differences.

Client Dynamics

Strong business momentum in Q3 especially driven by Retail business in EMEA

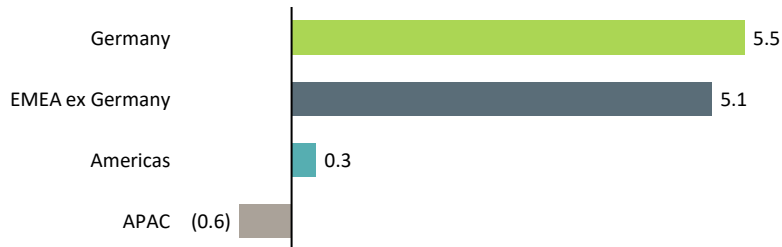
Q3 2025 Net-flows (in €bn)



By client segment (long-term):



By region (long-term):



Q3 Highlights

- » **Overall:** While clients remain cautious overall, they have increased their market exposure through more liquid offerings, such as Xtrackers, SQI and Money Markets
- » **Retail:** Strong comeback of Retail flows in EMEA, driving positive net new revenues
- » **Institutional:** Inflows in new high-margin business (Infrastructure, LRA, SQI) and ETP. Flows weighed down by two large one-off redemptions

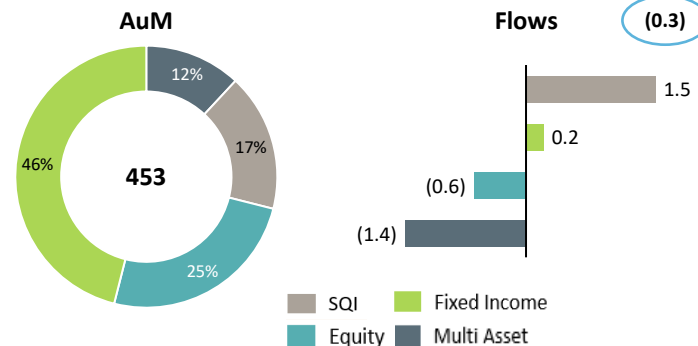
Active Business

Inflows into SQI and Fixed Income products were offset by Equity and Multi Asset outflows

Q3 Highlights

- » **SQI:** Continued positive flow momentum driven by successful product launches
- » **Fixed Income:** Return to positive flows mainly driven by demand from institutional clients. Continued inflows into DWS Floating Rate Notes
- » **Equity:** Net outflows continued but flow picture improved, particularly in Germany. Positive net flow development in selective Active Equity products
- » **Multi-Asset:** Decline in flow picture driven by two specific high volume but low margin mandate outflows
- » **Active ETF:** Expanding our active product footprint with strong client engagement

Q3 2025 AuM and net flows (in €bn)



YTD Active product launches

- DB Generationen Invest
- Xtrackers Europe Equity Enhanced Active UCITS ETF
- Xtrackers US Equity Enhanced Active UCITS ETF
- Xtrackers World Equity Enhanced Active UCITS ETF

Xtrackers Business

Solid quarter emphasized by strong momentum in digital distribution

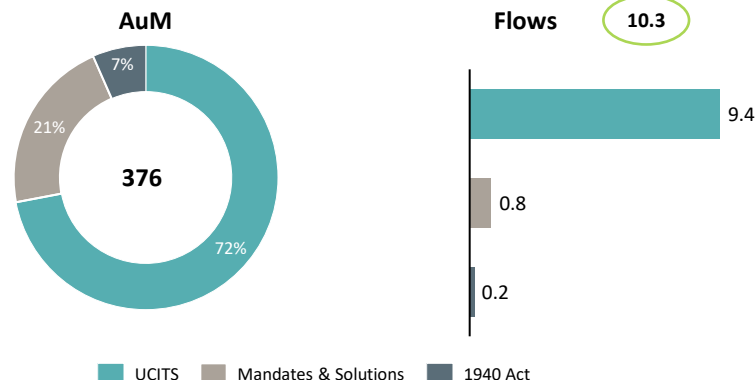


Q3 Highlights

- » **Flow momentum:** Turnaround q-o-q with more than €10bn net flows added to platform
- » **UCITS:** Flows driven by Equity ETFs with strong momentum in World Financials. Fixed Income driven by EUR Corporates and EUR Overnight
- » **Mandates & Solutions:** Net flows into World ex EU mandate from a German institutional client. Continued inflows into our Scalable partnership ETF
- » **US Retail Funds:** S&P 500 Diversified Sector Weight ETF successfully launched
- » ETP market share in Europe at 10.5% ¹
- » Expanding strategic footprint with new Digital Distribution Partnerships

¹ ETFGI European League Table September 2025

Q3 2025 AuM and net-flows (in €bn)



Q3 Product launches

- Three US Equities Swap ETFs (S&P 500, S&P 500 Equal Weight, Nasdaq 100) on Irish platform
- Xtrackers Europe Defence Technologies UCITS ETF
- Xtrackers S&P 500 Diversified Sector Weight ETF

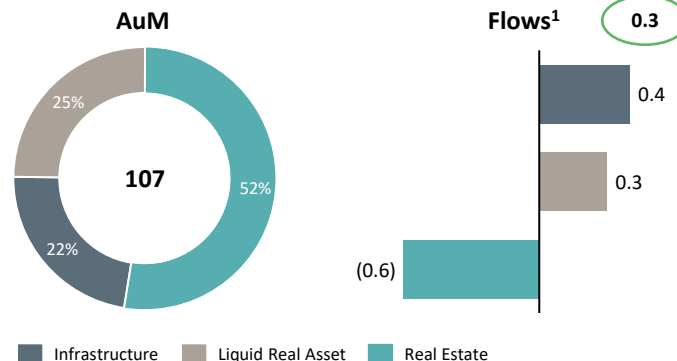
Alternatives Business

Infrastructure remains a growth contributor supported by positive flows in LRA

Q3 Highlights

- » **Infrastructure:** Investors buying into European Transformation with a particular focus on mid-caps
- » **Liquid Real Asset:** Strong institutional interest in both core strategies and tailored solutions
- » **Real Estate:** Overall momentum continues to build slowly while pre-existing redemption requests in open-end funds lead to net outflows
- » **Private Credit:** Further platform build-out with key hires finalized while roadshows are taking place

Q3 2025 AuM and net-flows (in €bn)



Product updates

- Continued flows into existing strategies across infrastructure equity and debt
- Several new mandates across Liquid Real Assets business
- Second vintage in European Real Estate debt launched

¹ Total flows include minor inflows in other alternative strategies

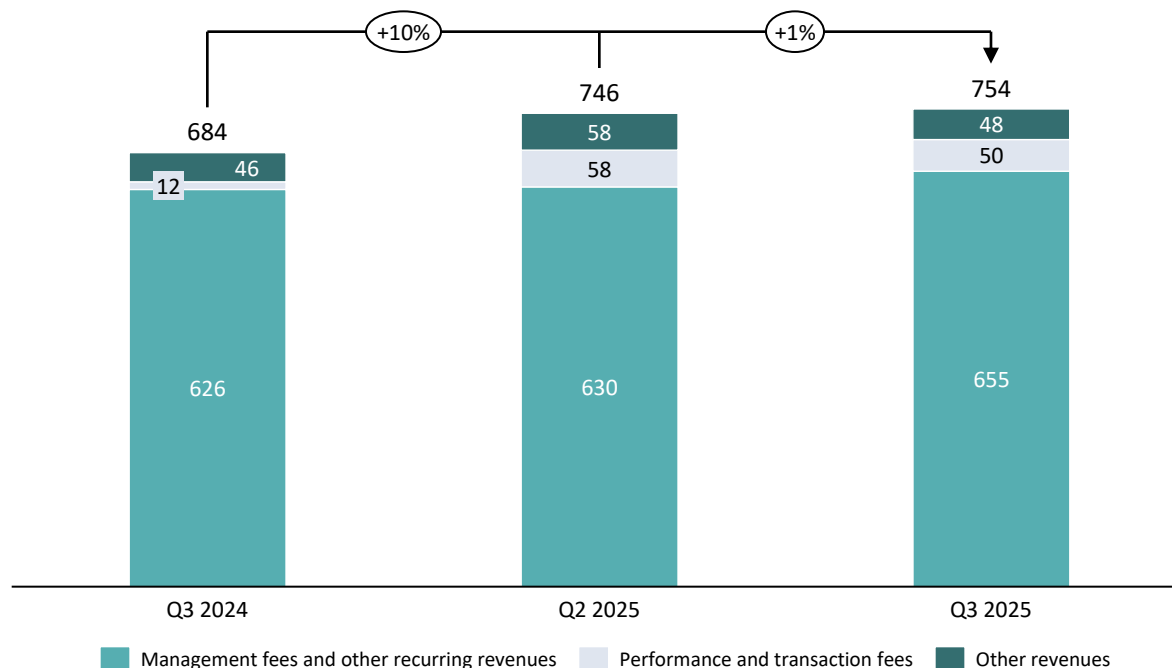
Revenue Development

Total net revenues increased ten percent year-over-year

Q3 Highlights

- Total revenues increased to €754mn, reflecting strong development of management fees
- Management fees at €655mn, up 4% q-o-q, supported by higher average AuM, mainly stemming from Active and Passive businesses
- Performance & transaction fees reached €50mn, with lower contributions from Real Estate performance fees, partly offset by increased transaction fees in EMEA
- Other revenues stand at €48mn, reflecting a decrease in FVoG and NII contributions as well as rising revenues from Harvest

Net revenues (in €mn)



Cost Development

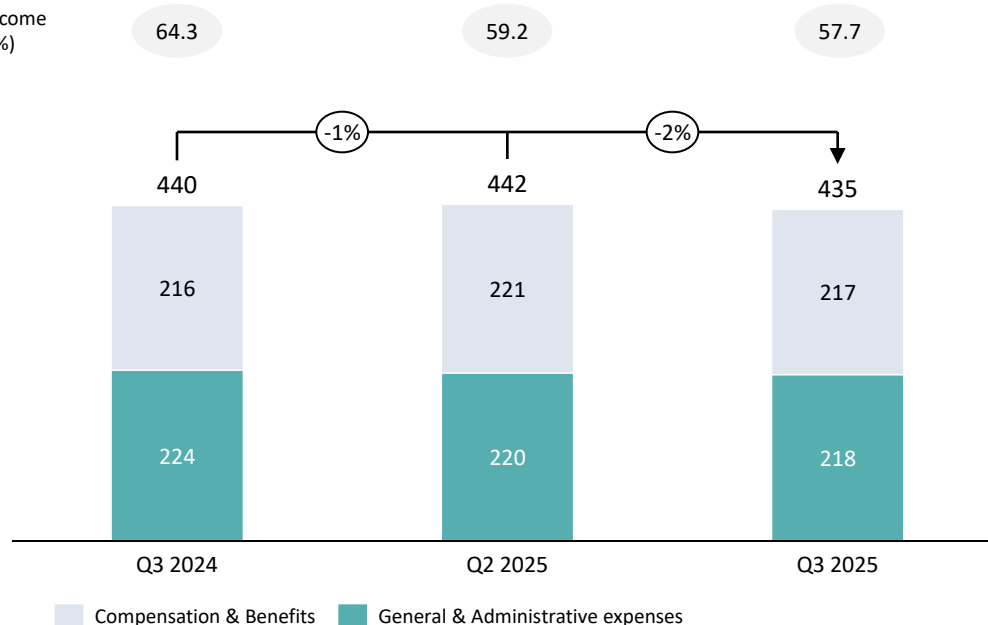
Strong cost control drives Cost-Income-Ratio below Full Year 2025 guidance

Q3 Highlights

- Costs at €435mn, down 2% q-o-q and hence well on track for essentially flat costs in FY2025
- Compensation & Benefits amounted to €217mn, down €5mn from Q2, driven by active workforce management
- G&A expenses stood at €218mn, despite rising AuM
- Reported cost-income ratio at 57.7%, significantly below FY2025 guidance of <61.5%

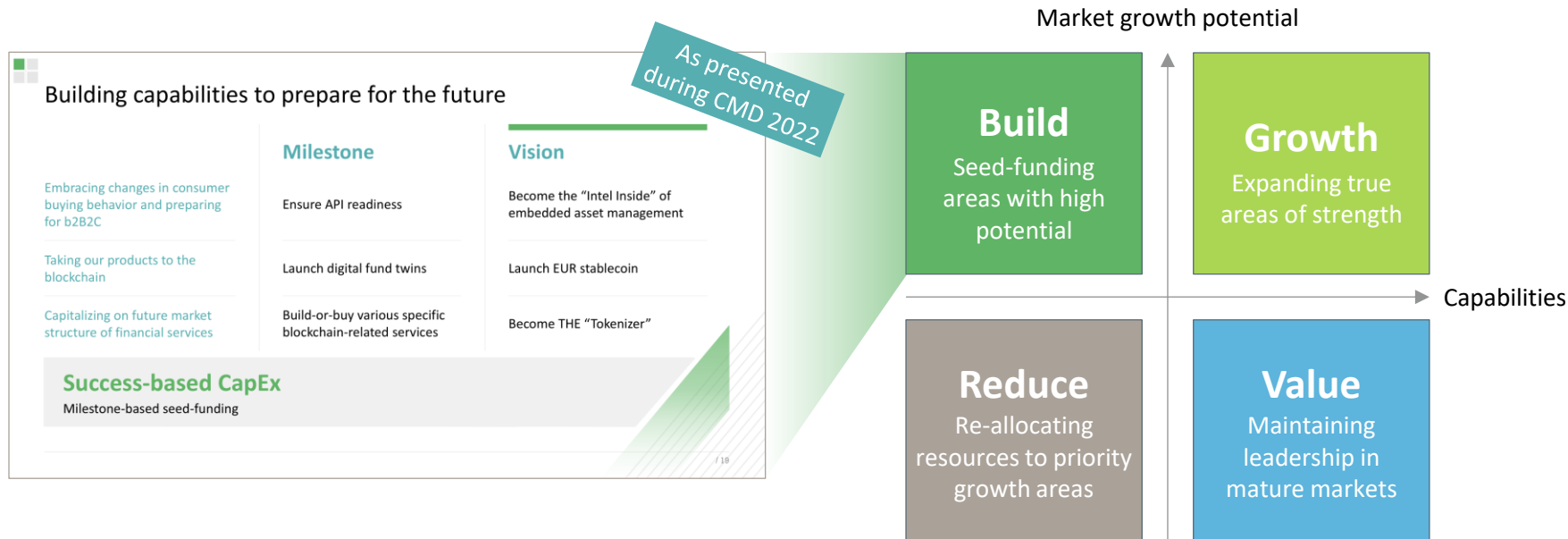
Costs (in €mn)

Cost-Income
Ratio (%)



CMD 2022 Recap

Announced digital priorities as part of “Build” bucket of DWS’ corporate strategy



Future of Finance

DWS building digital capabilities to address trends with most disruptive potential



Milestones

Vision

Embedded Investment Solutions

Delivering comprehensive portfolio investment solutions through ecosystem integration

- Develop an API platform to offer DWS capabilities as-a-service
- Establish a partner ecosystem to create a broad modular offering

Embedding our investment expertise seamlessly into every portfolio – from individual to institutional investors

Digital Assets

Enabling trusted access, shaping digital payments, and defining asset management for the tokenized economy

- Develop complementary products and services for Euro stablecoin
- Bring DWS' products on-chain

Become the “Tokenizer” – the trusted gateway to the tokenized economy

Artificial Intelligence

Enhancing processes, improving client experience, and strengthening investment intelligence

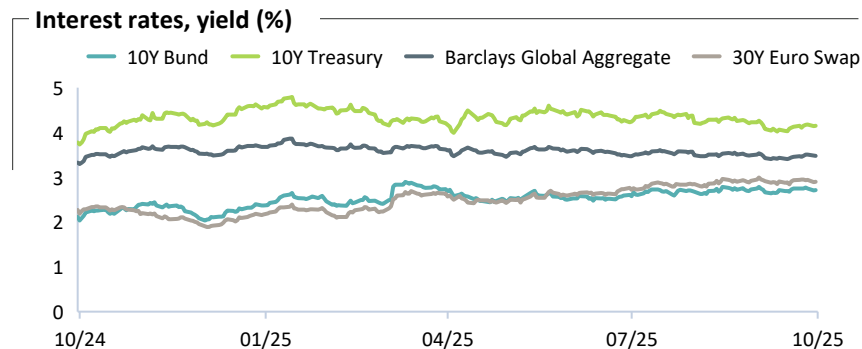
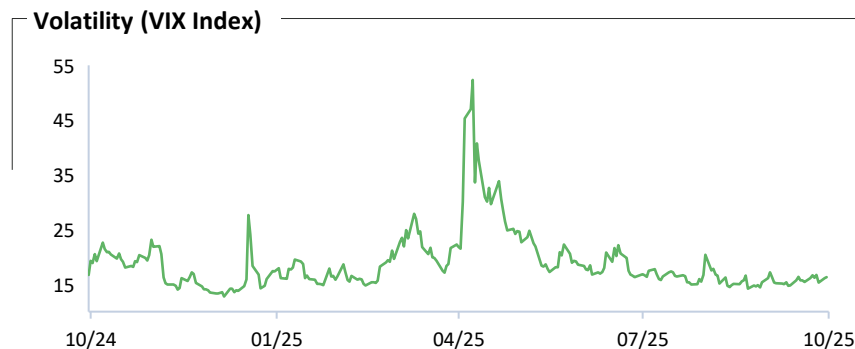
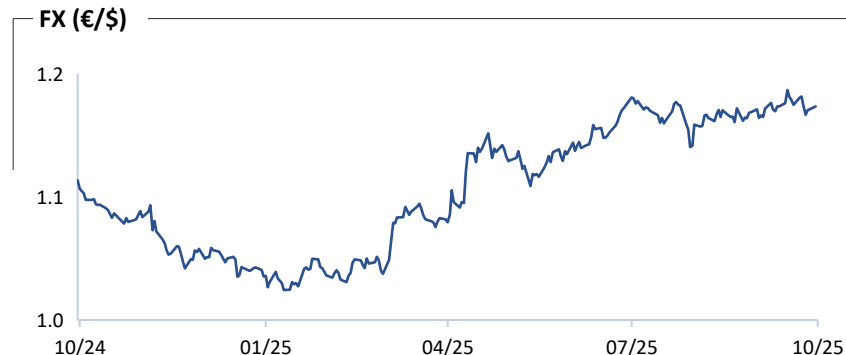
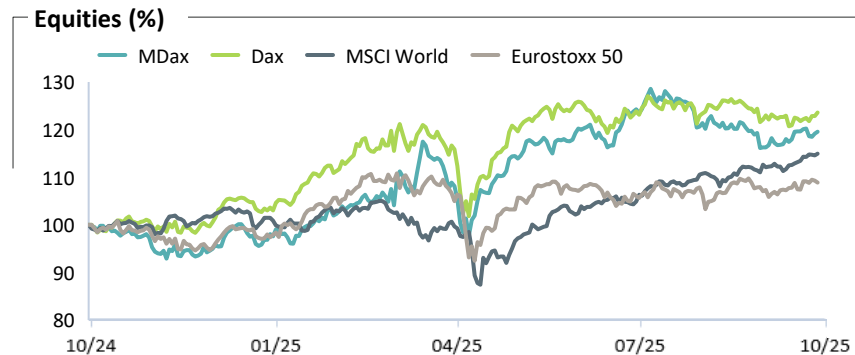
- Build data platform with integrated AI capabilities
- Launch AI companion, challenging portfolio managers in daily doing

“Think like Kaldemorgen” – scale human insight through AI based on decades of investment decisions across asset classes & regions

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Appendix

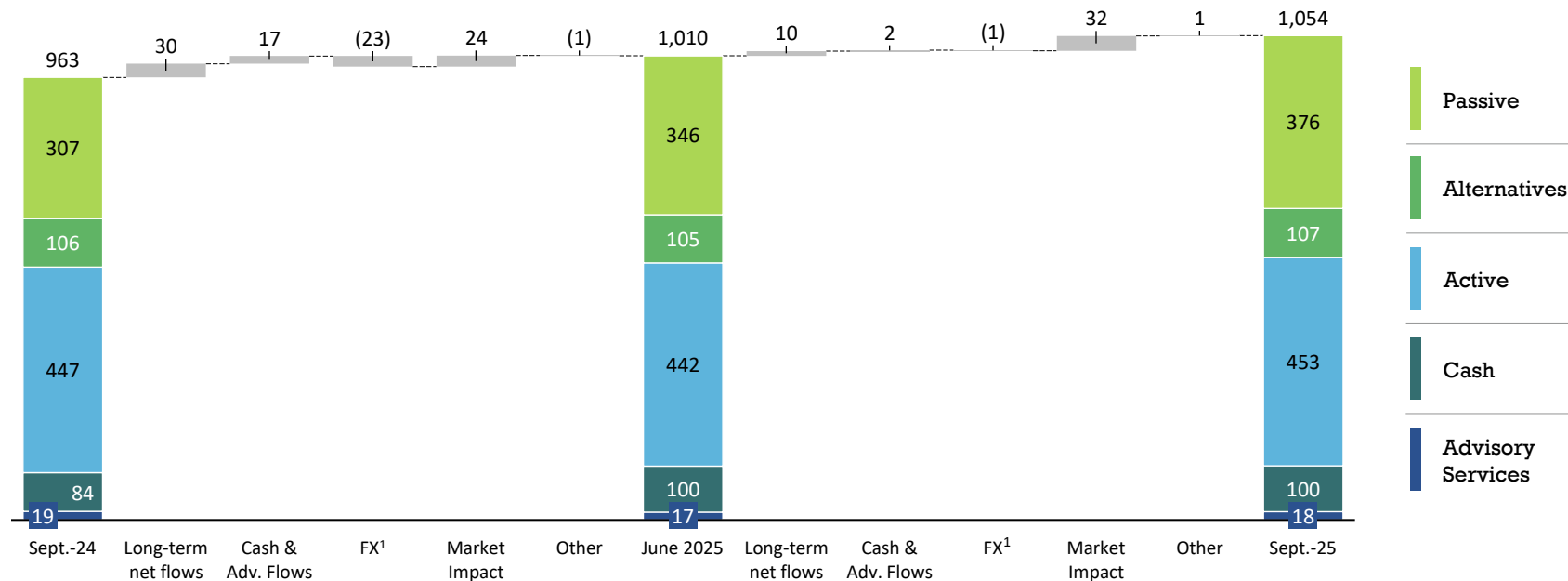
Market Environment



Source: Bloomberg

Total AuM Development

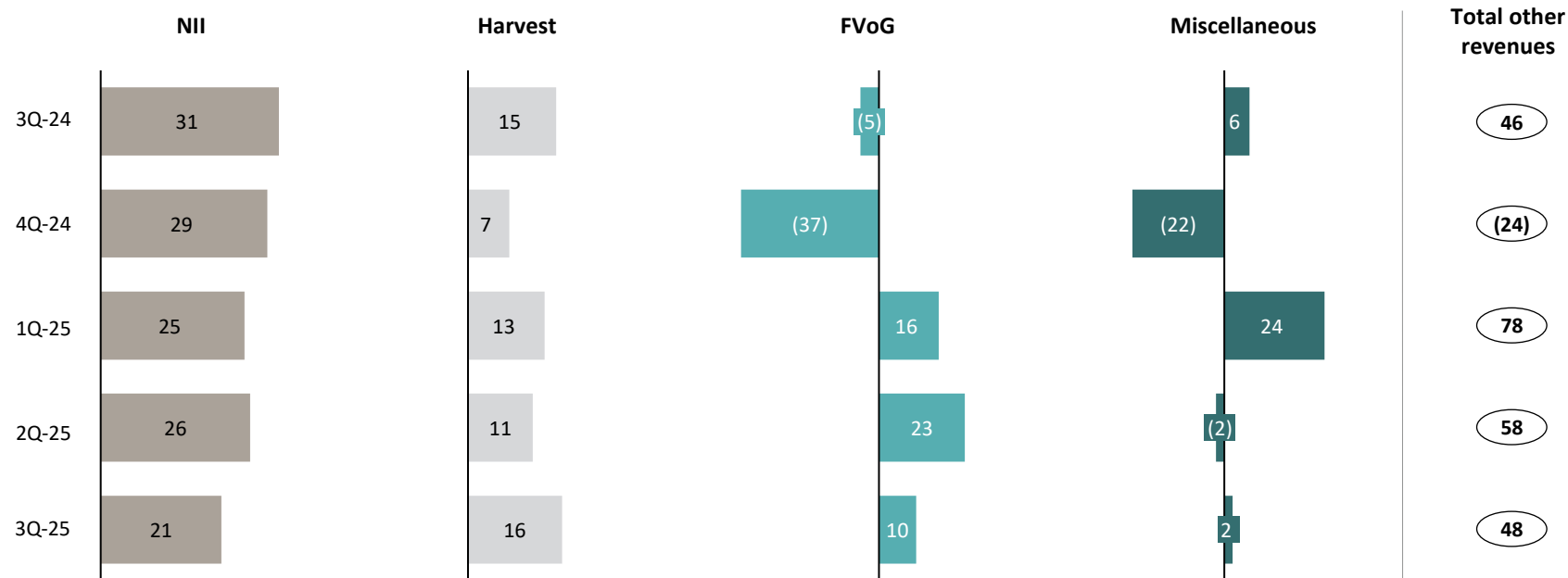
AuM development in €bn



¹ Represents FX impact from non-Euro denominated products; excludes performance impact from FX

Other Revenues

Other Revenue development in €mn



DWS Financial Performance



In €mn, unless stated otherwise

							% Delta			Absolute Delta		
							Q3 2025 vs Q2 2025	Q3 2025 vs Q3 2024	9M 2025 vs 9M 2024	Q3 2025 vs Q2 2025	Q3 2025 vs Q3 2024	9M 2025 vs 9M 2024
		Q3 2025	Q2 2025	Q3 2024	9M 2025	9M 2024						
Profit & Loss	Management fees and other recurring revenues	655	630	626	1,924	1,831	4%	5%	5%	26	29.1	92
	Performance and transaction fees	50	58	12	145	40	(14)%	n/m	n/m	(8)	37.8	105
	Other revenues	48	58	46	185	162	(17)%	4%	14%	(10)	1.8	22
	Net revenues	754	746	685	2,253	2,033	1%	10%	11%	8	68.7	219
	<i>Adjusted revenues</i>	<i>754</i>	<i>746</i>	<i>685</i>	<i>2,253</i>	<i>2,016</i>	<i>1%</i>	<i>10%</i>	<i>12%</i>	<i>8</i>	<i>69</i>	<i>237</i>
	Compensation & Benefits	217	221	216	681	665	(2)%	0%	2%	(5)	0	16
	General & administrative expenses	218	220	224	664	677	(1)%	(2)%	(2)%	(2)	(5)	(12)
	Total noninterest expenses	435	442	440	1,345	1,342	(2)%	(1)%	0%	7	5	(3)
	<i>Adjusted cost base</i>	<i>432</i>	<i>440</i>	<i>423</i>	<i>1,339</i>	<i>1,274</i>	<i>(2)%</i>	<i>2%</i>	<i>5%</i>	<i>7</i>	<i>(9)</i>	<i>(65)</i>
	Profit before tax	319	304	245	907	691	5%	30%	31%	14	74	216
	ETR	31.2%	29.7%	31.3%	30.3%	30.9%	5.1%	-0.2%	-2.0%	(0)	0	0
	Tax expense	100	90	77	275	214	10%	30%	29%	9	23	61
	<i>Adjusted profit before tax</i>	<i>321</i>	<i>306</i>	<i>262</i>	<i>914</i>	<i>742</i>	<i>5%</i>	<i>23%</i>	<i>23%</i>	<i>15</i>	<i>59</i>	<i>173</i>
	Net income	219	214	168	632	478	2%	30%	32%	5	51	155
Other Key Performance Measures	Net income attributable to DWS Group shareholders	219	214	166	632	473	2%	32%	34%	5	53	159
	Reported CIR	57.7%	59.2%	64.3%	59.7%	66.0%				(1.5) ppt	(6.6) ppt	(6.3) ppt
	<i>Adjusted CIR</i>	<i>57.4%</i>	<i>58.9%</i>	<i>61.8%</i>	<i>59.4%</i>	<i>63.2%</i>				<i>(1.6) ppt</i>	<i>(4.4) ppt</i>	<i>(3.8) ppt</i>
	FTE (#)	4,722	4,628	4,536	4,722	4,536	2%	4%	4%	94	186	186
	AuM (in €bn)	1,054	1,010	963	1,054	963	4%	9%	9%	44	91	91
	Long term AuM (in €bn)	935	893	860	935	860	5%	9%	9%	43	75	75
	Net flows (in €bn)	12.1	8.5	18.3	40.5	7.3	n/m	n/m	n/m	3.6	(6.2)	33.1
	Long term net flows (in €bn)	10.3	3.7	16.7	25.7	18.6	n/m	n/m	n/m	6.6	(6.4)	7.2
	Management fee margin (bps - annualized)	25.2	25.1	26.2	25.1	26.2	0%	(4)%	(4)%	0.1	(1.1)	(1.1)
	Long term management fee margin (bps - annualized)	27.7	27.7	28.8	27.7	29.0	(0)%	(4)%	(5)%	(0.1)	(1.2)	(1.4)
	Average AuM (in €bn)	1,033	1,007	950	1,024	933	3%	9%	10%	26	83	91
	Average Long term AuM (in €bn)	915	888	847	907	824	3%	8%	10%	27	68	83
	Earnings per share (in €)	1.10	1.07	0.83	3.16	2.37	2%	32%	34%	0.03	0.27	0.79

Historical AuM Development



In €bn	FY 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024	Q1 2025	Q2 2025	Q3 2025
Change in AuM by driver (after separation of Advisory Services)									
Total net flows	28.3	7.8	(18.7)	18.3	18.4	25.7	19.9	8.5	12.1
FX	(12.2)	7.2	2.4	(14.2)	30.2	25.6	(19.5)	(33.8)	(0.7)
Markets	57.5	29.6	8.5	26.3	(0.1)	64.3	(2.8)	26.9	32.3
Other	1.1	0.5	(0.3)	(0.6)	0.2	(0.2)	0.5	(1.4)	0.7
Total change in AuM	74.6	45.2	(8.1)	29.7	48.6	115.5	(2.0)	0.2	44.4

AuM

Active Equity	103	109	111	110	111	111	107	108	113
Active Multi Asset	56	58	58	54	54	54	53	54	54
Active SQI ¹	66	70	71	75	77	77	76	77	78
Active Fixed Income	202	205	194	207	213	213	210	203	208
Passive	246	275	290	307	335	335	338	346	376
Alternatives	109	109	107	106	110	110	106	105	107
Total Long-term	783	827	830	860	900	900	891	893	935
Cash	85	85	84	84	93	93	98	100	100
Advisory Services	28	29	18	19	18	18	20	17	18
DWS Group	896	941	933	963	1,012	1,012	1,010	1,010	1,054

AuM by region

Americas	218	225	212	214	231	231	224	213	214
EMEA excl. Germany	222	235	239	252	267	267	272	274	294
Germany	411	435	434	445	458	458	458	466	488
Asia Pacific	45	47	48	52	55	55	55	57	58
DWS Group	896	941	933	963	1,012	1,012	1,010	1,010	1,054

AuM by client channel

Retail	407	441	457	470	499	499	502	507	540
Institutional	489	500	476	493	513	513	508	503	514
DWS Group	896	941	933	963	1,012	1,012	1,010	1,010	1,054

¹ Systematic and Quantitative Investments

Historical Net Flows



In €bn	FY 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024	Q1 2025	Q2 2025	Q3 2025
Net flows by asset class (after separation of Advisory Services)									
Active Equity	(2.3)	(1.8)	(0.9)	(1.6)	(1.1)	(5.5)	(2.0)	(1.0)	(0.6)
Active Multi Asset	(1.7)	(0.5)	(0.5)	(1.0)	0.1	(1.9)	(0.7)	0.4	(1.4)
Active SQI ¹	(1.5)	1.5	0.4	(0.0)	0.5	2.4	1.4	0.2	1.5
Active Fixed Income	0.6	1.7	(12.1)	10.3	(0.5)	(0.7)	1.1	(1.3)	0.2
Passive	21.2	9.3	8.5	9.5	14.5	41.8	12.7	3.0	10.3
Alternatives	0.2	(2.2)	(1.4)	(0.5)	1.0	(3.2)	(0.8)	2.4	0.3
Total Long-term	16.5	7.9	(6.0)	16.7	14.4	32.9	11.7	3.7	10.3
Cash	5.7	(1.5)	(1.8)	1.2	4.2	2.1	8.3	6.7	0.3
Advisory Services	6.2	1.4	(10.8)	0.4	(0.2)	(9.3)	(0.1)	(1.9)	1.5
DWS Group	28.3	7.8	(18.7)	18.3	18.4	25.7	19.9	8.5	12.1

Net flows by region

Americas	11	(0.9)	(14.4)	4.1	5.3	(5.9)	0.4	3.3	(4.7)
EMEA excl. Germany	0.7	1.3	1.8	8.5	3.4	15.0	10.4	0.7	8.8
Germany	14.3	6.7	(7.5)	3.7	7.5	10.5	8.4	1.4	8.5
Asia Pacific	2.3	0.7	1.3	2.0	2.1	6.2	0.6	3.1	(0.4)
DWS Group	28.3	7.8	(18.7)	18.3	18.4	25.7	19.9	8.5	12.1

Net flows by client channel

Retail	11.3	9.8	6.7	8.0	12.1	36.5	15.0	1.1	12.2
Institutional	17.0	(2.0)	(25.4)	10.2	6.3	(10.8)	4.9	7.4	(0.1)
DWS Group	28.3	7.8	(18.7)	18.3	18.4	25.7	19.9	8.5	12.1

¹ Systematic and Quantitative Investments

Q3 2025 Detailed Investment Outperformance



Investment performance, in %¹

		1Y	3Y	5Y
Active Retail	Equity	19%	7%	14%
	Multi Asset ²	6%	20%	20%
	SQL ²	55%	62%	45%
	Fixed Income	56%	76%	97%
	Cash ²	100%	100%	100%
	Total	35%	33%	40%
Active Institutional	Equity ²	63%	35%	35%
	Multi Asset	52%	44%	35%
	SQL	60%	72%	75%
	Fixed Income	81%	74%	92%
	Cash ²	100%	98%	93%
	Total	77%	72%	83%
Active Total	Equity	23%	10%	16%
	Multi Asset	39%	43%	34%
	SQL	59%	69%	67%
	Fixed Income	78%	74%	93%
	Cash	100%	99%	97%
	Total	61%	56%	65%
Alternatives	Direct Real Estate	20%	13%	80%
	Liquid Real Assets	55%	65%	80%
	Other Alternatives ²	100%	100%	100%
	Total	37%	38%	82%
Total DWS		58%	54%	67%

¹) Aggregate asset-weighted gross outperformance of Active and Alternatives products that have benchmark spreads (gross and net) available over respective periods (Active and Liquid Real Assets as of September 30, 2025, Direct Real Estate and Other Alternatives as of June 30, 2025).

² <10bn AuM with BM and hence ratios not representative

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Cautionary Statement (1/2)



This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of DWS Group GmbH & Co. KGaA. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update any of them publicly in light of new information or future events.

By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement. Such factors include the conditions in the financial markets in Germany, in Europe, in the United States and elsewhere from which we derive a substantial portion of our revenues and in which we hold a substantial portion of our assets, the development of asset prices and market volatility, the implementation of our strategic initiatives, the reliability of our risk management policies, procedures and methods, and other risks.

This presentation contains alternative performance measures (APMs). For a description of these APMs, please refer to the Interim Report, which is available at <https://group.dws.com/ir/reports-and-events/financial-results/>

Cautionary Statement (2/2)



To measure outperformance, each fund or mandate of DWS which has a benchmark and where both gross and net outperformance is available has its performance (gross of fees) measured against that benchmark. In certain cases, for Illiquid portfolios where no benchmark is available, but a target return is defined, we use this target return instead of a benchmark for outperformance calculation. Where a fund or mandate outperforms its benchmark, the AuM held by such fund or mandate is included in the total proportion of our AuM included in outperformance figures. Fund of Funds are counted as products, e.g. when showing the absolute or relative number of products but are accounted with zero AuM for the purpose of AuM-based outperformance figures. Performance data is based on our internal performance review database and measured gross of fees.

The outperformance ratio is defined as the AuM of all funds and mandates of DWS that outperformed their benchmark over the respective period divided by the AuM of all funds and mandates that have a benchmark assigned and performance data available.

Outperformance is only one factor among many that influences the levels of our AuM, and the levels of our AuM are only one factor that contributes to our results of operations and financial position. Historical outperformance statistics should not be considered a substitute for financial information and trends in outperformance do not correlate with changes in net income.