

# Financial Data Supplement Q4 & FY 2019

March 20, 2020



# FINANCIAL DATA SUPPLEMENT Q4 & FY 2019

## Profit and Loss Statement and Key Performance Indicators (€m)



(in € m, unless stated otherwise)												Q4 2019	Q4 2019	FY 2019
	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	vs. Q3 2019	vs. Q4 2018	vs. FY 2018
Management fees and other recurring revenues	2,195	518	523	532	519	2,092	508	538	540	551	2,136	2 %	6 %	2 %
Performance & transaction fees and other non-recurring revenues	196	17	28	20	23	89	11	66	21	108	205	N/M	N/M	131 %
Other Revenues	118	24	25	22	7	78	16	4	(1)	28	48	N/M	N/M	(39)%
<b>Total net revenues</b>	<b>2,509</b>	<b>559</b>	<b>576</b>	<b>574</b>	<b>549</b>	<b>2,259</b>	<b>534</b>	<b>608</b>	<b>560</b>	<b>687</b>	<b>2,389</b>	<b>23 %</b>	<b>25 %</b>	<b>6 %</b>
<i>Revenue adjustments</i>	<i>(52)</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>N/M</i>	<i>N/M</i>	<i>N/M</i>
<b>Adjusted revenues</b>	<b>2,456</b>	<b>559</b>	<b>576</b>	<b>574</b>	<b>549</b>	<b>2,259</b>	<b>534</b>	<b>608</b>	<b>560</b>	<b>687</b>	<b>2,389</b>	<b>23 %</b>	<b>25 %</b>	<b>6 %</b>
Compensation and benefits <sup>1</sup>	(772)	(172)	(182)	(179)	(183)	(715)	(195)	(215)	(185)	(201)	(797)	9 %	10 %	11 %
General and administrative expenses	(947)	(249)	(245)	(223)	(229)	(946)	(189)	(209)	(210)	(224)	(831)	7 %	(2)%	(12)%
Restructuring activities	(6)	(2)	(7)	(1)	(4)	(14)	(2)	(27)	(2)	2	(29)	(201)%	(138)%	104 %
<b>Total noninterest expenses</b>	<b>(1,725)</b>	<b>(423)</b>	<b>(434)</b>	<b>(403)</b>	<b>(417)</b>	<b>(1,676)</b>	<b>(387)</b>	<b>(451)</b>	<b>(396)</b>	<b>(424)</b>	<b>(1,657)</b>	<b>7 %</b>	<b>2 %</b>	<b>(1)%</b>
<i>Cost adjustments</i>	<i>16</i>	<i>3</i>	<i>7</i>	<i>5</i>	<i>28</i>	<i>42</i>	<i>5</i>	<i>28</i>	<i>7</i>	<i>3</i>	<i>43</i>	<i>(62)%</i>	<i>(91)%</i>	<i>1 %</i>
<b>Adjusted cost base</b>	<b>(1,710)</b>	<b>(420)</b>	<b>(427)</b>	<b>(398)</b>	<b>(389)</b>	<b>(1,633)</b>	<b>(382)</b>	<b>(423)</b>	<b>(389)</b>	<b>(421)</b>	<b>(1,615)</b>	<b>8 %</b>	<b>8 %</b>	<b>(1)%</b>
<b>Profit before tax</b>	<b>783</b>	<b>137</b>	<b>142</b>	<b>172</b>	<b>132</b>	<b>583</b>	<b>148</b>	<b>157</b>	<b>163</b>	<b>264</b>	<b>732</b>	<b>61 %</b>	<b>100 %</b>	<b>26 %</b>
<b>Adjusted profit before tax</b>	<b>747</b>	<b>140</b>	<b>149</b>	<b>177</b>	<b>160</b>	<b>625</b>	<b>153</b>	<b>185</b>	<b>170</b>	<b>266</b>	<b>774</b>	<b>56 %</b>	<b>67 %</b>	<b>24 %</b>
<b>Resources</b>														
Employees (full-time equivalent, at period end)	3,901	3,244	3,296	3,422	3,443	3,443	3,471	3,452	3,415	3,361	3,361	(2)%	(2)%	(2)%
Assets (at period end) <sup>2</sup>	11,226	10,354	10,806	10,483	10,694	10,694	10,867	10,641	10,811	10,952	10,952	1 %	2 %	2 %
Management fee margin (in bps by asset class)	<b>31.5</b>	<b>31.0</b>	<b>30.7</b>	<b>30.5</b>	<b>30.3</b>	<b>30.6</b>	<b>30.0</b>	<b>30.3</b>	<b>29.1</b>	<b>28.9</b>	<b>29.6</b>	<i>(0.2)bps</i>	<i>(1.4)bps</i>	<i>(1.0)bps</i>
<i>Management fee margin ex Cash</i>	<i>33.7</i>	<i>33.4</i>	<i>33.0</i>	<i>32.7</i>	<i>32.6</i>	<i>32.9</i>	<i>32.4</i>	<i>32.6</i>	<i>31.1</i>	<i>30.9</i>	<i>31.8</i>	<i>(0.3)bps</i>	<i>(1.7)bps</i>	<i>(1.2)bps</i>
<i>Active Equity</i>	<i>76</i>	<i>76</i>	<i>75</i>	<i>77</i>	<i>75</i>	<i>76</i>	<i>76</i>	<i>76</i>	<i>76</i>	<i>76</i>	<i>76</i>	<i>(0.4)bps</i>	<i>0.5 bps</i>	<i>0.3 bps</i>
<i>Active Multi Asset</i>	<i>38</i>	<i>38</i>	<i>36</i>	<i>37</i>	<i>35</i>	<i>36</i>	<i>35</i>	<i>37</i>	<i>34</i>	<i>35</i>	<i>35</i>	<i>0.5 bps</i>	<i>0.2 bps</i>	<i>(1.1)bps</i>
<i>Active SQI</i>	<i>28</i>	<i>30</i>	<i>30</i>	<i>29</i>	<i>31</i>	<i>30</i>	<i>27</i>	<i>28</i>	<i>25</i>	<i>27</i>	<i>27</i>	<i>2.1 bps</i>	<i>(3.1)bps</i>	<i>(2.8)bps</i>
<i>Active Fixed Income</i>	<i>14</i>	<i>14</i>	<i>14</i>	<i>13</i>	<i>14</i>	<i>13</i>	<i>13</i>	<i>13</i>	<i>13</i>	<i>12</i>	<i>12</i>	<i>(0.8)bps</i>	<i>(1.7)bps</i>	<i>(1.0)bps</i>
<i>Active Cash</i>	<i>8</i>	<i>6</i>	<i>7</i>	<i>6</i>	<i>6</i>	<i>6</i>	<i>4</i>	<i>4</i>	<i>5</i>	<i>4</i>	<i>4</i>	<i>(0.5)bps</i>	<i>(1.1)bps</i>	<i>(1.7)bps</i>
<i>Passive</i>	<i>24</i>	<i>24</i>	<i>24</i>	<i>24</i>	<i>22</i>	<i>23</i>	<i>23</i>	<i>23</i>	<i>20</i>	<i>19</i>	<i>21</i>	<i>(1.8)bps</i>	<i>(3.6)bps</i>	<i>(2.2)bps</i>
<i>Alternatives</i>	<i>59</i>	<i>54</i>	<i>53</i>	<i>52</i>	<i>55</i>	<i>54</i>	<i>56</i>	<i>56</i>	<i>52</i>	<i>52</i>	<i>54</i>	<i>(0.4)bps</i>	<i>(3.2)bps</i>	<i>0.3 bps</i>
Assets under management (at period end, in € bn)	700	665	687	692	662	662	704	719	752	767	767	2 %	16 %	16 %
Net flows (in € bn)	15.8	(7.8)	(4.9)	(2.7)	(7.0)	(22.3)	2.5	4.2	6.2	13.2	26.1	N/M	N/M	N/M
<b>Efficiency Ratios</b>														
Cost-income ratio	68.8 %	75.6 %	75.3 %	70.1 %	75.9 %	74.2 %	72.4 %	74.2 %	70.8 %	61.6 %	69.4 %	(9.2)ppt	(14.3)ppt	(4.8)ppt
<i>Adjusted Cost-income ratio</i>	<i>69.6 %</i>	<i>75.0 %</i>	<i>74.1 %</i>	<i>69.2 %</i>	<i>70.9 %</i>	<i>72.3 %</i>	<i>71.4 %</i>	<i>69.5 %</i>	<i>69.6 %</i>	<i>61.3 %</i>	<i>67.6 %</i>	<i>(8.3)ppt</i>	<i>(9.6)ppt</i>	<i>(4.7)ppt</i>

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

Note:  
 Figures may not add up due to rounding differences  
 Following the post-listing transition of legal entities into DWS Group GmbH & Co. KGaA, we moved in Q2 2018 to a consolidated view in our financial reporting

## FINANCIAL DATA SUPPLEMENT Q4 & FY 2019

### Net flows and Assets under Management (€bn)



in € bn

Net flows by asset class	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019
Active Equity	(1.7)	(1.7)	(2.0)	(2.5)	(1.0)	(7.3)	(0.2)	(0.7)	(1.1)	0.3	(1.6)
Active Multi Asset	10.7	(1.9)	(0.4)	(0.6)	(0.9)	(3.8)	0.5	0.0	3.4	3.3	7.2
Active SQR <sup>3</sup>	(4.1)	0.2	1.2	(0.3)	(0.9)	0.2	(0.1)	(0.8)	(0.1)	2.5	1.5
Active Fixed Income	(1.8)	(4.0)	(5.4)	(0.1)	(7.1)	(16.5)	(1.6)	(3.7)	(1.3)	(1.2)	(7.8)
Active Cash	0.5	(1.6)	(1.2)	0.5	(0.9)	(3.2)	(4.9)	3.6	0.4	(1.6)	(2.5)
Passive	11.6	1.1	2.5	(0.2)	4.0	7.5	6.2	3.5	3.2	6.2	19.1
Alternatives	0.8	0.1	0.5	0.5	(0.2)	0.8	2.6	2.2	1.6	3.7	10.2
<b>DWS Group</b>	<b>15.8</b>	<b>(7.8)</b>	<b>(4.9)</b>	<b>(2.7)</b>	<b>(7.0)</b>	<b>(22.3)</b>	<b>2.5</b>	<b>4.2</b>	<b>6.2</b>	<b>13.2</b>	<b>26.1</b>

#### Net flows by region

Americas	0.1	(6.4)	(3.2)	(3.9)	(7.9)	(21.3)	(0.1)	3.2	2.0	(1.6)	3.5
EMEA excl. GY	(0.1)	(2.4)	(0.8)	2.0	(0.3)	(1.5)	1.9	1.7	(0.7)	3.7	6.5
Germany (GY)	13.5	1.9	1.1	(0.9)	0.9	3.0	1.2	1.1	2.4	8.9	13.6
Asia Pacific	2.3	(0.9)	(2.0)	0.1	0.2	(2.6)	(0.4)	(1.9)	2.5	2.2	2.4
<b>DWS Group</b>	<b>15.8</b>	<b>(7.8)</b>	<b>(4.9)</b>	<b>(2.7)</b>	<b>(7.0)</b>	<b>(22.3)</b>	<b>2.5</b>	<b>4.2</b>	<b>6.2</b>	<b>13.2</b>	<b>26.1</b>

#### Net flows by client channel

Retail	8.8	(1.4)	(4.2)	(2.3)	(1.6)	(9.5)	(0.8)	0.9	0.4	4.6	5.1
Institutional	7.0	(6.3)	(0.7)	(0.4)	(5.5)	(12.8)	3.3	3.3	5.8	8.6	21.0
<b>DWS Group</b>	<b>15.8</b>	<b>(7.8)</b>	<b>(4.9)</b>	<b>(2.7)</b>	<b>(7.0)</b>	<b>(22.3)</b>	<b>2.5</b>	<b>4.2</b>	<b>6.2</b>	<b>13.2</b>	<b>26.1</b>

<b>Total net flows</b>	<b>15.8</b>	<b>(7.8)</b>	<b>(4.9)</b>	<b>(2.7)</b>	<b>(7.0)</b>	<b>(22.3)</b>	<b>2.5</b>	<b>4.2</b>	<b>6.2</b>	<b>13.2</b>	<b>26.1</b>
FX impact	(35.9)	(5.7)	13.1	1.1	4.1	12.6	6.1	(4.6)	13.2	(7.9)	6.9
Performance	29.4	(11.1)	6.3	5.7	(28.9)	(28.0)	34.8	14.9	13.2	12.2	75.1
Other	1.1	(10.4)	8.0	0.2	2.5	0.2	(1.0)	0.4	0.1	(2.2)	(2.8)
<b>Total change in AuM</b>	<b>10.4</b>	<b>(35.1)</b>	<b>22.5</b>	<b>4.4</b>	<b>(29.4)</b>	<b>(37.5)</b>	<b>42.3</b>	<b>14.9</b>	<b>32.7</b>	<b>15.3</b>	<b>105.2</b>

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

Note

Figures may not add up due to rounding differences

AuM by asset class	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019
Active Equity	94	88	90	91	77	77	88	90	91	96	96
Active Multi Asset	54	49	50	49	46	46	49	50	54	58	58
Active SQR <sup>3</sup>	67	58	68	68	63	63	67	68	70	71	71
Active Fixed Income	239	231	231	231	227	227	233	232	240	234	234
Active Cash	59	57	57	58	58	58	54	57	59	57	57
Passive	112	110	115	118	112	112	130	136	145	156	156
Alternatives	74	73	76	76	79	79	85	88	93	96	96
<b>DWS Group</b>	<b>700</b>	<b>665</b>	<b>687</b>	<b>692</b>	<b>662</b>	<b>662</b>	<b>704</b>	<b>719</b>	<b>752</b>	<b>767</b>	<b>767</b>

#### AuM by region

Americas	193	181	187	186	177	177	188	192	205	199	199
EMEA excl. GY	173	165	168	172	164	164	175	180	185	191	191
Germany (GY)	296	284	297	298	286	286	305	312	323	335	335
Asia Pacific	38	36	35	35	35	35	37	35	39	41	41
<b>DWS Group</b>	<b>700</b>	<b>665</b>	<b>687</b>	<b>692</b>	<b>662</b>	<b>662</b>	<b>704</b>	<b>719</b>	<b>752</b>	<b>767</b>	<b>767</b>

#### AuM by client channel

Retail	319	306	310	312	291	291	311	317	328	335	335
Institutional	381	358	378	379	372	372	394	402	424	433	433
<b>DWS Group</b>	<b>700</b>	<b>665</b>	<b>687</b>	<b>692</b>	<b>662</b>	<b>662</b>	<b>704</b>	<b>719</b>	<b>752</b>	<b>767</b>	<b>767</b>

## Footnotes

- 1 Compensation and benefits excludes restructuring activities
- 2 IFRS reported balance sheet assets
- 3 Systematic and quantitative investments

## Definition of additional performance measures

### Adjusted revenues

Adjusted revenues present net interest and noninterest 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 are an expense measure we use to better distinguish between total costs (noninterest 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 (mutual funds, exchange-traded funds, etc.) 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 noninterest expenses bear to our net revenues.

### Adjusted Cost-income ratio

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