



Investors for a new now

DWS Group – Q1 2024 results

April 25, 2024

Introduction of Long-term AuM and Flows

In the interest of increased transparency and due to the different nature and dynamics of the businesses, DWS has decided to separately show assets under management and flows from Cash products and Advisory Services¹ on the one hand and other assets and flows from the Active, Passive and Alternatives areas that are comparatively more long-term oriented than the former.

Going forward, DWS will therefore disclose within Total AuM the separate categories Long-term AuM, Cash AuM and Advisory Services AuM. In terms of net flows², the corresponding categories within Total net flows will be Long-term net flows, Cash net flows and Advisory Services flows.

¹ Assets held or managed by a third party on which we provide, on the basis of contract, advice of an ongoing nature including regular or periodic assessment, monitoring and/or review ² Net flows represent assets acquired or withdrawn by clients within a specified period, except Advisory Services flows, for which we use the relevant change in the value of such assets which may include currency effects, market performance and other effects

Q1 2024 key financial highlights

On track to achieve 2025 strategic targets



Adjusted profit before tax of €231mn, increased q-o-q due to lower costs in Q1



Adjusted cost-income-ratio of 64.7%, improved both q-o-q and y-o-y



Long-term net flows of €7.9bn, strongly supported by Passive including Xtrackers



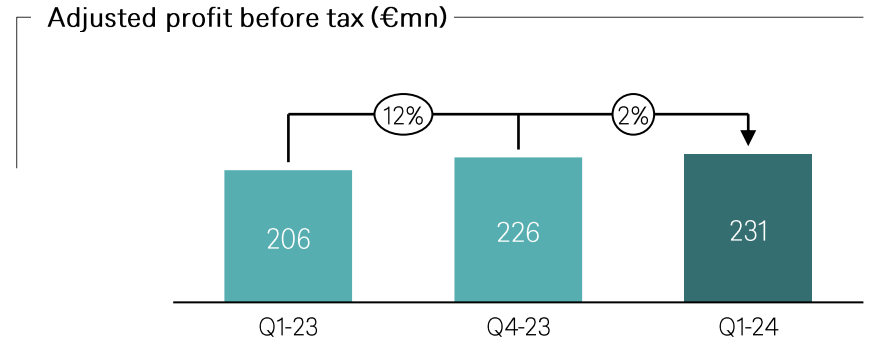
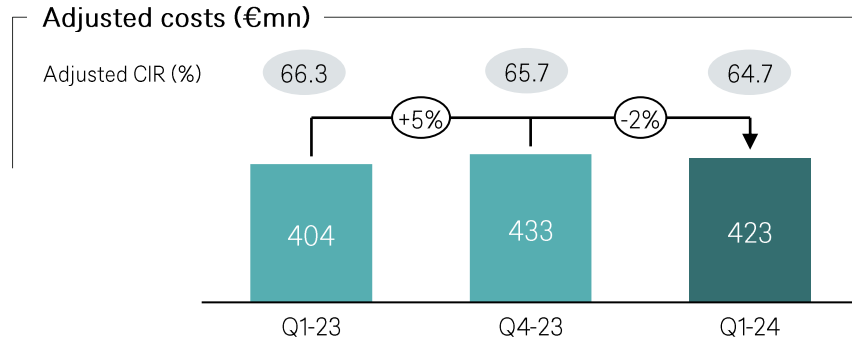
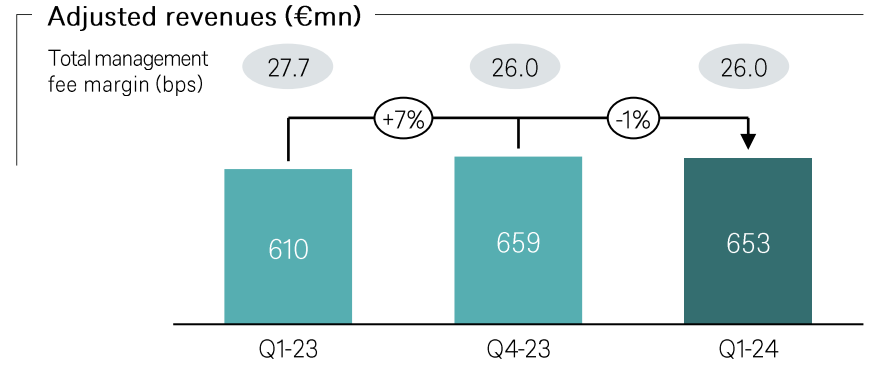
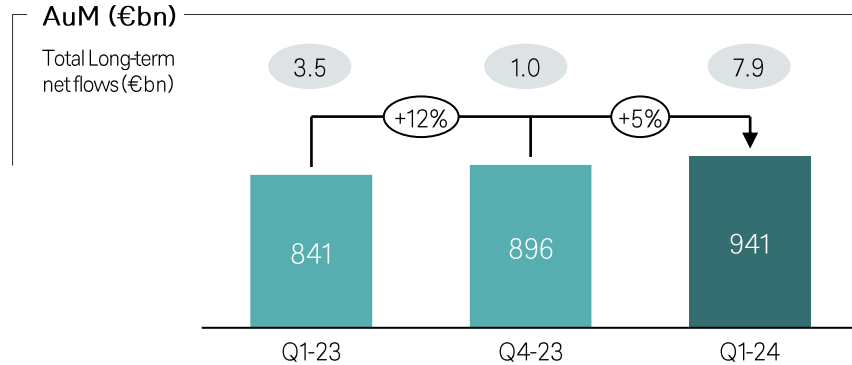
Record Total AuM level of €941bn, supported by positive flow momentum



Further improved 3- and 5-year outperformance ratio of 71% and 80%

Financial performance snapshot – Q1 2024

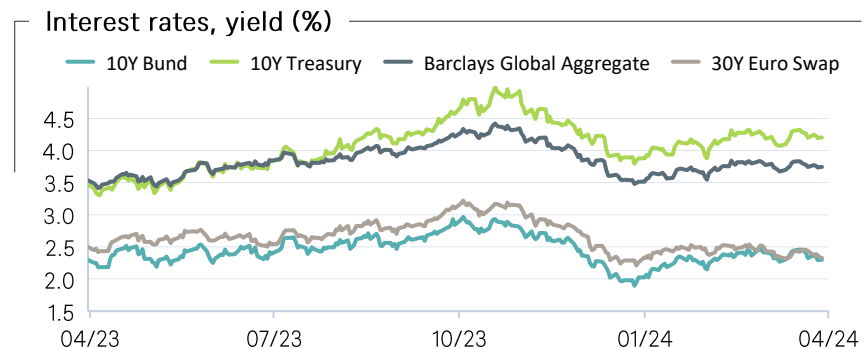
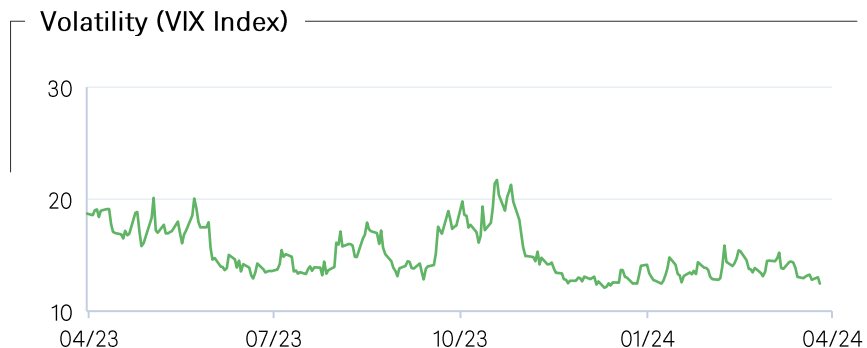
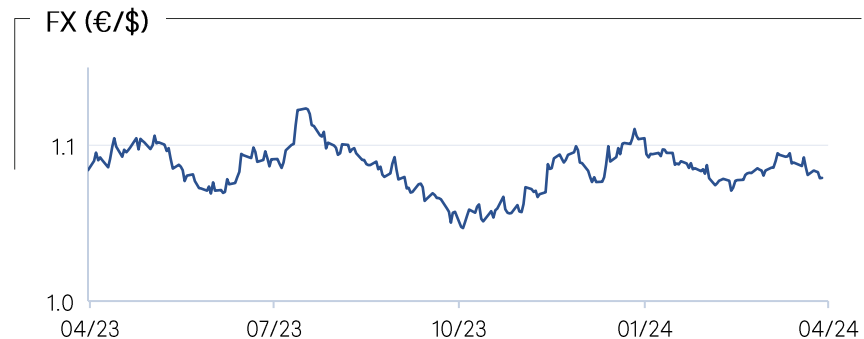
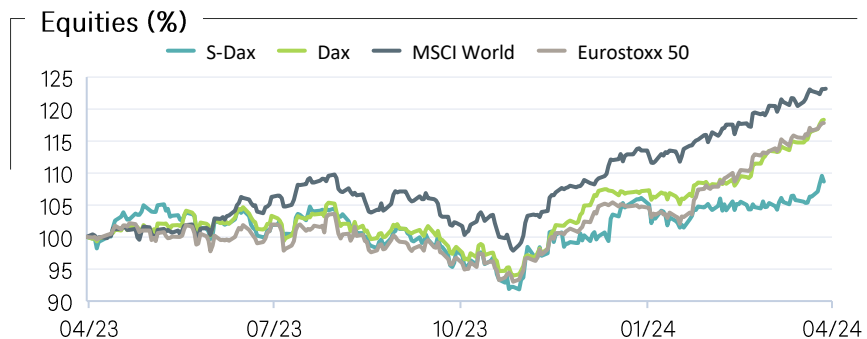
Strong AuM development supportive for future revenue generation



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

Market environment

Stock indices at new highs, but rates environment volatile since the beginning of the year



Source: Bloomberg

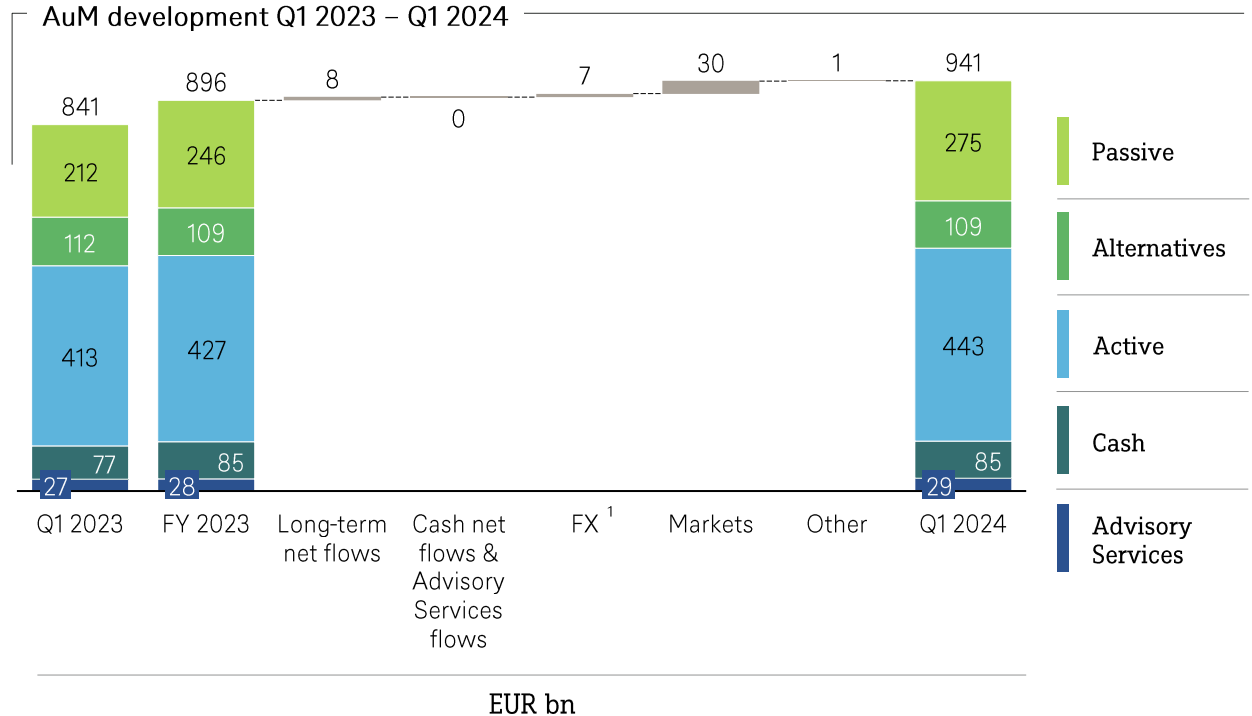
Total AuM development

DWS' AuM at record level, driven by inflows, FX and positive market development



Q1 Highlights

- Total AuM increased to € 941bn, a record level for DWS
- Positive market impact of € 30bn and positive €/ \$ exchange rate movements of € 7bn in Q1 supported AuM level growth
- €8bn of Total net flows, predominantly driven by Passive products
- 12% increase in Passive AuM q-o-q, driven by market growth and strong inflows



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

AuM and net flows by asset class & region

Positive flows in Active and Passive over-compensate outflows in Alternatives

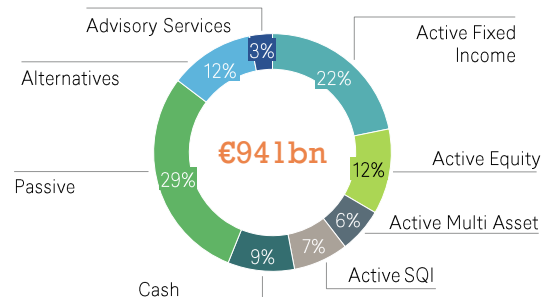
Q1 Highlights

- Total net inflows of €7.8bn were particularly driven by Passive including Xtrackers
- Inflows of €1.7bn into ESG product, mainly attributable to SFDR Art. 8 & 9 products
- Positive net flows in Active, mainly driven by Fixed Income and SQL despite outflows in Active Equity
- Continued strong inflows in Passive totaling €9.3bn driven by inflows in UCITS ETF products, which led to an increase in our EMEA ETF market share to 10.5%
- Net outflows of € 2.2bn in Alternatives, predominantly from Real Estate and LRA

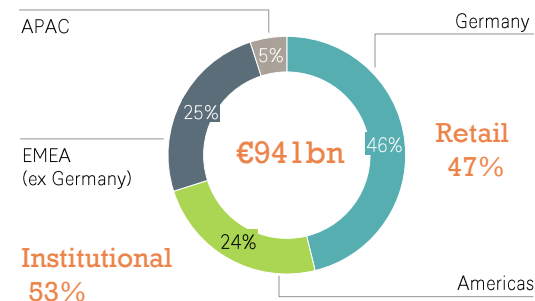
Total net flows breakdown, €bn

	Q1-23	Q4-23	Q1-24
Active Equity	0.3	(0.5)	(1.8)
Active Multi Asset	0.3	(1.1)	(0.5)
Active SQL ¹	(0.8)	(0.5)	1.5
Active Fixed Income	0.6	(0.2)	1.7
Passive	4.4	4.4	9.3
Alternatives	(1.4)	(1.0)	(2.2)
Long-term net flows	3.5	1.0	7.9
Cash	(3.1)	9.3	(1.5)
Advisory Services	5.3	0.8	1.4
DWS Group	5.7	11.0	7.8

Total AuM by asset class



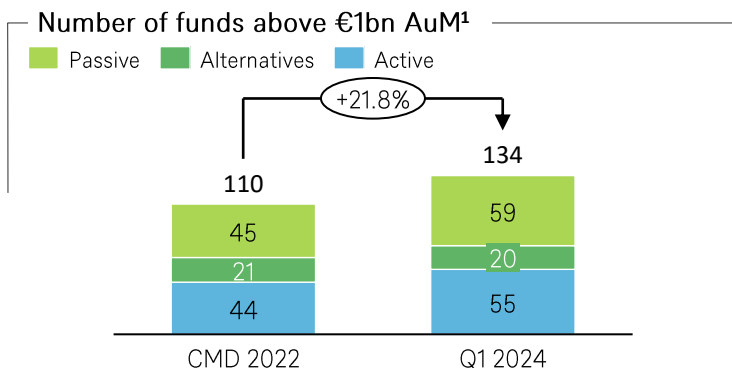
Total AuM by region & client type



¹Systematic and Quantitative Investments

Double digit increase in funds greater than €1bn

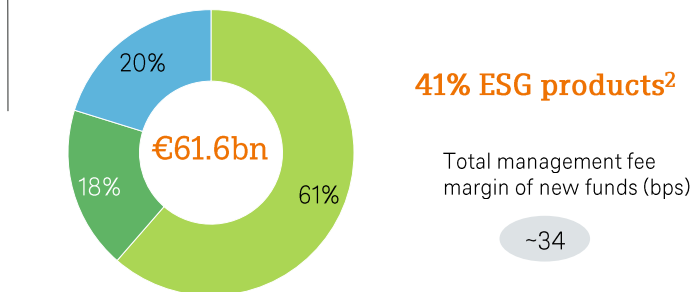
New funds attract strong net inflows into Passive, Alternatives and Fixed Income



Q1 2024 Product Strategy Highlights

- Passive**
 - Launch of Xtrackers MSCI Global SDGs Social Fairness Contributors UCITS ETF and Xtrackers MSCI World ex USA UCITS ETF
- Alternatives**
 - Launch of 4th series in our private European infrastructure strategy and Xtrackers RREEF Global Natural Resources ETF (first DWS actively managed ETF in US)
- Active**
 - Launch of DWS Invest Net Zero Transition and DWS Invest ESG Euro Corporate Bonds Long
- Digital**
 - Successful launch of first two Xtrackers Cryptocurrency ETCs

Cumulative flows of new funds since IPO as of Q1 2024



Q2 2024 fund launches pipeline³

- Passive**
 - Xtrackers Developed Green Real Estate ESG UCITS ETF
- Active**
 - DWS Concept Nissay Japan Value Equity

Note: Not all DWS products and services are offered in all jurisdictions and availability is subject to local regulatory restrictions and requirements

¹ Ambition to increase share of Active funds above €1bn in AuM by 20% between CMD 2022 and 2025

² See Cautionary Statement for ESG product classification framework explanation on p. 17 ³ Examples, subject to demand assessments, approvals and successful transaction execution

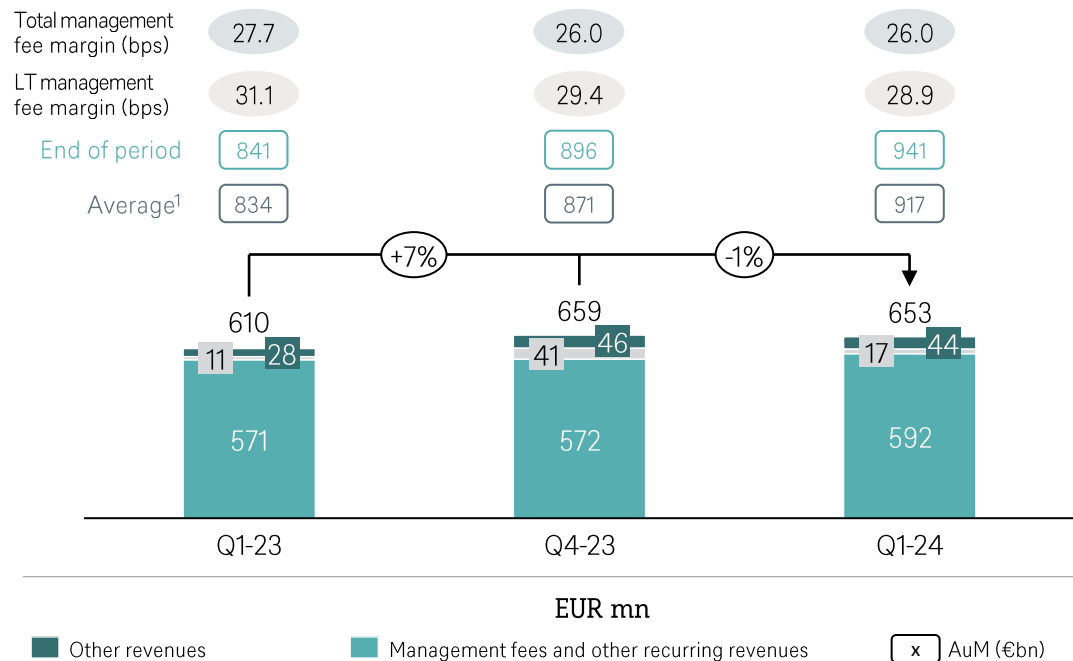
Revenue development

Increase in management fees driven by higher average AuM

Q1 Highlights

- Total adjusted revenues of €653mn, supported by a 5% rise in average AuM q-o-q
- Performance and transaction fees down q-o-q but increased y-o-y as the first quarter is typically a quarter with seasonally lower performance fees
- Other revenues almost unchanged including Harvest contribution of €14m

Adjusted revenues



¹ Monthly average

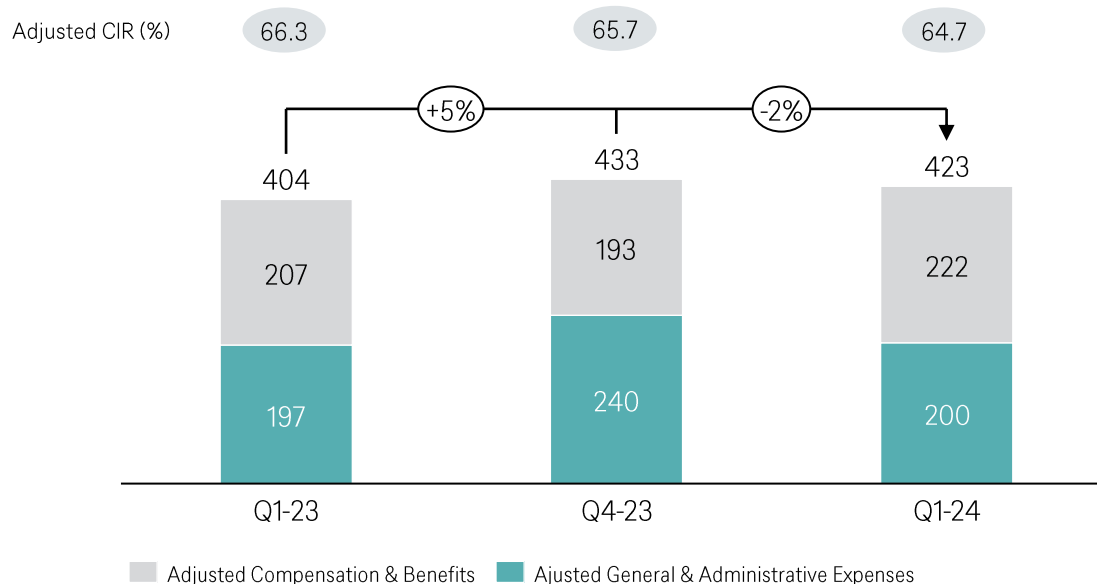
Cost development

Adjusted CIR decreased to 64.7% as a result of sustained cost discipline in Q1

Q1 Highlights

- Total adjusted costs of €423mn decreased q-o-q as a result of lower adjusted general & administrative expenses
- Higher adjusted compensation and benefits due to normalization in variable compensation levels and impact from positive share price development
- Adjusted G&A cost declined q-o-q, in line with usual seasonality and almost unchanged from Q1 2023

Adjusted costs¹



¹ Non-interest expenses adj. for severance payments, restructuring activities, impairments of goodwill & other intangible assets, material non-recurring expenses, transformational charges and litigation

Path to Financial Targets 2025

	Reported 2023	Upside potential	Targets 2025
Adjusted CIR	64.0%		<59%
Earnings per share	€2.76		€4.50
Profit before Tax	€777mn	+€450 - €500mn	
<i>thereof cost adjusted items</i>	€172mn	- ~€125mn	
<i>thereof performance and transaction fees</i>	€128mn	+ ~€100mn	
<i>thereof management fees and other recurring revenues</i>	€2,315mn	+ ~€250mn	

Note: Targets 2025 assuming stable market conditions

The background features a large, light gray triangle pointing towards the top right. Overlaid on this is a series of thin, parallel, light gray diagonal lines that run from the bottom left towards the top right, creating a textured effect.

Appendix

DWS Margin Overview

FY 2023 DWS Margins after separation of Advisory Services



FY 2023 Margins, bps		Advisory Services included	Advisory Services ² separated	Delta
Active Equity		69	72	2.6
Active Multi Asset		30	39	9.3
Active SQI ¹		31	31	n/a
Active Fixed Income		11	11	0.1
Passive		17	17	0.0
Alternatives		47	48	0.4
Total ex Cash ex Advisory		n/a	30.3	n/a
Cash		4	4	n/a
Advisory Services		n/a	3	n/a
Total		27.1	27.1	0.0

¹Systematic and Quantitative Investments

² Based on imputed numbers. Might be subject to change once accounting numbers are available

DWS financial performance



Profit & Loss and other key performance measures

In €mn, unless stated otherwise

	Q1 2024	Q4 2023	Q1 2023	% Delta		Absolute Delta		
				Q1 2024 vs Q4 2023	Q1 2024 vs Q1 2023	Q1 2024 vs Q4 2023	Q1 2024 vs Q1 2023	
Profit & Loss	Management fees and other recurring revenues	592	572	571	3%	4%	20	21
	Performance and transaction fees	17	41	11	(58)%	56%	(24)	6
	Other revenues	44	44	42	1%	4%	0	2
	Net revenues	653	657	624	(1)%	5%	(3)	29
	Revenue adjustments	0	(2)	14	N/M	N/M	2	(14)
	Adjusted revenues	653	659	610	(1)%	7%	(6)	44
	Adjusted Compensation & Benefits	222	193	207	15%	7%	29	15
	Adjusted General & administrative expenses	200	240	197	(16)%	2%	(39)	3
	Adjusted cost base	423	433	404	(2)%	5%	(10)	18
	Severance & Restructuring	3	13	6	(74)%	(41)%	(10)	(2)
	Litigation	1	14	(1)	N/M	(178)%	(13)	2
	Transformational charges	17	31	18	(45)%	(2)%	(14)	(0)
	Other material non-recurring expenses	0	(3)	0	N/M	(90)%	3	(0)
	Total noninterest expenses	444	489	427	(9)%	4%	(45)	17
	Profit before tax	209	168	197	24%	6%	41	12
	Adjusted profit before tax	231	226	206	2%	12%	5	25
Net income	146	123	138	19%	6%	24	8	
Net income attributable to DWS Group shareholders	146	122	138	20%	5%	24	8	
Other Key Performance Measures	Reported CIR	68.0%	74.4%	68.4%	(6.4) ppt	(0.4) ppt		
	Adjusted CIR	64.7%	65.7%	66.3%	(1.0) ppt	(1.6) ppt		
	FTE (#)	4,414	4,378	4,280	1%	3%		
	Total AuM (in €bn)	941	896	841	5%	12%	45.2	100.7
	Long-term AuM (in €bn)	827	783	737	6%	12%	43.9	89.8
	Total net flows (in €bn)	7.8	11.0	5.7			(3.2)	2.1
	Long-term net flows (in €bn)	7.9	1.0	3.5			6.9	4.4
	Management fee margin (bps - annualized)	26.0	26.0	27.7			(0.1)	(1.8)
	Long-term management fee margin (bps - annualized)	28.9	29.4	31.1			(0.5)	(2.1)
Earnings per share (in €)	0.73	0.61	0.69	20%	5%			

Historical net flows and AuM development



Net flow and AUM detail, €bn

	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Net flows by asset class							
Active Equity	0.4	0.3	(0.7)	(1.5)	(0.5)	(2.3)	(1.8)
Active Multi Asset	5.9	0.3	(0.1)	(0.9)	(1.1)	(1.7)	(0.5)
Active SQI ¹	(0.3)	(0.8)	0.4	(0.6)	(0.5)	(1.5)	1.5
Active Fixed Income	(12.0)	0.6	0.0	0.2	(0.2)	0.6	1.7
Passive	(6.3)	4.4	6.2	6.2	4.4	21.2	9.3
Alternatives	0.6	(1.4)	3.9	(1.3)	(1.0)	0.2	(2.2)
Long-term net flows	(11.7)	3.5	9.8	2.1	1.0	16.5	7.9
Cash	(6.0)	(3.1)	(1.1)	0.6	9.3	5.7	(1.5)
Advisory Services	(2.2)	5.3	0.6	(0.5)	0.8	6.2	1.4
DWS Group	(19.9)	5.7	9.3	2.3	11.0	28.3	7.8
Net flows by region							
Americas	(13.1)	(3.8)	6.6	2.7	5.5	11.0	(0.9)
EMEA excl. Germany	(9.6)	1.1	(3.9)	(1.0)	4.5	0.7	1.3
Germany	6.1	8.9	5.0	(0.4)	0.8	14.3	6.7
Asia Pacific	(3.4)	(0.5)	1.7	1.0	0.1	2.3	0.7
DWS Group	(19.9)	5.7	9.3	2.3	11.0	28.3	7.8
Net flows by client channel							
Retail	0.0	3.1	1.1	4.6	2.5	11.3	9.8
Institutional	(19.9)	2.6	8.2	(2.3)	8.6	17.0	(2.0)
DWS Group	(19.9)	5.7	9.3	2.3	11.0	28.3	7.8
Change in AuM							
Total net flows	(19.9)	5.7	9.3	2.3	11.0	28.3	7.8
FX	21.9	(6.6)	(1.9)	10.6	(14.4)	(12.2)	7.2
Markets	(108.2)	18.8	11.2	(12.6)	40.1	57.5	29.6
Other	0.1	1.2	0.1	(0.0)	(0.2)	1.1	0.5
Total change in AuM	(106.1)	19.1	18.7	0.3	36.5	74.6	45.2

AuM by asset class

	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Active Equity	95	99	102	99	103	103	109
Active Multi Asset	54	56	56	56	56	56	58
Active SQI ¹	64	64	66	63	66	66	70
Active Fixed Income	192	194	194	195	202	202	205
Passive	199	212	224	229	246	246	275
Alternatives	116	112	114	112	109	109	109
Long-term AuM	719	737	756	754	783	783	827
Cash	80	77	76	78	85	85	85
Advisory Services	22	27	28	27	28	28	29
DWS Group	821	841	859	860	896	896	941

AuM by region

	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Americas	209	204	209	214	218	218	225
EMEA excl. Germany	204	210	210	209	222	222	235
Germany	368	385	398	393	411	411	435
Asia Pacific	41	41	42	43	45	45	47
DWS Group	821	841	859	860	896	896	941

AuM by client channel

	FY 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Retail	367	381	388	390	407	407	441
Institutional	454	460	471	470	489	489	500
DWS Group	821	841	859	860	896	896	941

¹ Systematic and Quantitative Investments

Q1 2024 detailed investment outperformance

Investment performance, in %¹

		1Y	3Y	5Y
Active Retail	Equity	66%	45%	70%
	Multi Asset ²	28%	22%	22%
	SQI ²	46%	59%	58%
	Fixed Income	68%	90%	98%
	Cash ²	100%	100%	100%
	Total		67%	58%
Active Institutional	Equity ²	54%	45%	60%
	Multi Asset	44%	41%	40%
	SQI	65%	68%	71%
	Fixed Income	83%	82%	86%
	Cash ²	86%	40%	100%
	Total		77%	74%
Active Total	Equity	64%	45%	69%
	Multi Asset	43%	39%	38%
	SQI	60%	65%	67%
	Fixed Income	81%	83%	87%
	Cash	91%	69%	100%
	Total		74%	68%
Alternatives	Direct Real Estate	22%	90%	90%
	Liquid Real Assets	85%	96%	98%
	Other Alternatives ²	52%	52%	52%
	Total		50%	88%
Total DWS		70%	71%	80%

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 Mar 31, 2024, Direct Real Estate and Other Alternatives as of Dec 31, 2023)

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.

The DWS ESG Framework (formerly DWS ESG Product Classification Framework) (“ESG Framework”) was introduced in 2021, taking into account relevant legislation (including SFDR), market standards and internal developments and was further described in our Annual Report 2021. Based on the further evolution of the regulatory environment, we incorporated some refinements into the ESG Framework in the fourth quarter of 2022. Besides liquid passively managed funds (ETFs) which apply a screen comparable to the “DWS ESG Investment Standard” filter or have a “sustainable investment objective”, as well as other liquid passively managed funds which have been labelled as ESG and/or seek to adhere to an ESG investment strategy, now also liquid passively managed funds (ETFs) which track indices that comply with the EU Benchmark Regulation on EU Climate Transition Benchmark and EU Paris-Aligned Benchmark are considered as ESG. Further details can be found in our Annual Report 2023.

We will continue to develop and refine our ESG Framework in accordance with evolving regulation and market practice. The aforementioned definitions apply to the entire presentation.

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.