

Financial Data Supplement Q2 2020

July 29, 2020



FINANCIAL DATA SUPPLEMENT Q2 2020

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



| (in € m, unless stated otherwise) | FY 2018 | Q1 2019 | Q2 2019 | H1 2019 | Q3 2019 | Q4 2019 | FY 2019 | Q1 2020 | Q2 2020 | H1 2020 | Q2 2020 vs. Q1 2020 | Q2 2020 vs. Q2 2019 | H1 2020 vs. H1 2019 |
|---|----------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|------------------------|------------------------|------------------------|
| Management fees and other recurring revenues | 2,092 | 508 | 538 | 1,046 | 540 | 551 | 2,136 | 553 | 508 | 1,061 | (8)% | (6)% | 1 % |
| Performance & transaction fees and other non-recurring revenues | 89 | 11 | 66 | 76 | 21 | 108 | 205 | 17 | 20 | 37 | 16 % | (70)% | (51)% |
| Other revenues | 78 | 16 | 4 | 20 | (1) | 28 | 48 | (46) | 23 | (23) | (150)% | N/M | N/M |
| Total net revenues | 2,259 | 534 | 608 | 1,142 | 560 | 687 | 2,389 | 524 | 551 | 1,074 | 5 % | (9)% | (6)% |
| <i>Revenue adjustments</i> | - | - | - | - | - | - | - | - | - | - | N/M | N/M | N/M |
| Adjusted revenues | 2,259 | 534 | 608 | 1,142 | 560 | 687 | 2,389 | 524 | 551 | 1,074 | 5 % | (9)% | (6)% |
| Compensation and benefits ¹ | (715) | (195) | (215) | (411) | (185) | (201) | (797) | (165) | (200) | (365) | 21 % | (7)% | (11)% |
| General and administrative expenses | (946) | (189) | (209) | (398) | (210) | (224) | (831) | (182) | (173) | (355) | (5)% | (17)% | (11)% |
| Restructuring activities | (14) | (2) | (27) | (29) | (2) | 2 | (29) | (3) | (7) | (10) | 129 % | (73)% | (64)% |
| Total noninterest expenses | (1,676) | (387) | (451) | (838) | (396) | (424) | (1,657) | (351) | (380) | (731) | 8 % | (16)% | (13)% |
| <i>Cost adjustments</i> | 42 | 5 | 28 | 33 | 7 | 3 | 43 | 7 | 18 | 24 | 174 % | (37)% | (27)% |
| Adjusted cost base | (1,633) | (382) | (423) | (804) | (389) | (421) | (1,615) | (345) | (362) | (707) | 5 % | (14)% | (12)% |
| Profit before tax | 583 | 148 | 157 | 305 | 163 | 264 | 732 | 173 | 171 | 343 | (1)% | 9 % | 13 % |
| Adjusted profit before tax | 625 | 153 | 185 | 338 | 170 | 266 | 774 | 179 | 189 | 368 | 5 % | 2 % | 9 % |
| Resources | | | | | | | | | | | | | |
| Employees (full-time equivalent, at period end) | 3,443 | 3,471 | 3,452 | 3,452 | 3,415 | 3,361 | 3,361 | 3,329 | 3,333 | 3,333 | 0 % | (3)% | (3)% |
| Assets (at period end) ² | 10,694 | 10,867 | 10,641 | 10,641 | 10,811 | 10,952 | 10,952 | 10,712 | 10,944 | 10,944 | 2 % | 3 % | 3 % |
| Management fee margin (in bps <i>by asset class</i>) | 30.6 | 30.0 | 30.3 | 30.2 | 29.1 | 28.9 | 29.6 | 29.5 | 28.1 | 28.6 | (1.5)bps | (2.3)bps | (1.7)bps |
| Assets under management (at period end, in € bn) | 662 | 704 | 719 | 719 | 752 | 767 | 767 | 700 | 745 | 745 | 6 % | 4 % | 4 % |
| Net flows (in € bn) | (22.3) | 2.5 | 4.2 | 6.7 | 6.2 | 13.2 | 26.1 | (2.5) | 8.7 | 6.2 | N/M | N/M | N/M |
| Efficiency Ratios | | | | | | | | | | | | | |
| Cost-income ratio | 74.2 % | 72.4 % | 74.2 % | 73.3 % | 70.8 % | 61.6 % | 69.4 % | 67.0 % | 69.0 % | 68.0 % | 1.9 ppt | (5.2)ppt | (5.3)ppt |
| Adjusted Cost-income ratio | 72.3 % | 71.4 % | 69.5 % | 70.4 % | 69.6 % | 61.3 % | 67.6 % | 65.8 % | 65.7 % | 65.8 % | (0.1)ppt | (3.8)ppt | (4.6)ppt |

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Net flows and Assets under Management (€bn)



in € bn

| Net flows by asset class | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Q4 2019 | FY 2019 | Q1 2020 | Q2 2020 |
|--------------------------|---------------|------------|------------|------------|-------------|-------------|--------------|------------|
| Active Equity | (7.3) | (0.2) | (0.7) | (1.1) | 0.3 | (1.6) | 1.7 | 1.0 |
| Active Multi Asset | (3.8) | 0.5 | 0.0 | 3.4 | 3.3 | 7.2 | (0.7) | (0.6) |
| Active SQI ³ | 0.2 | (0.1) | (0.8) | (0.1) | 2.5 | 1.5 | (1.5) | (0.2) |
| Active Fixed Income | (16.5) | (1.6) | (3.7) | (1.3) | (1.2) | (7.8) | (5.1) | (4.4) |
| Active Cash | (3.2) | (4.9) | 3.6 | 0.4 | (1.6) | (2.5) | 3.6 | 6.3 |
| Passive | 7.5 | 6.2 | 3.5 | 3.2 | 6.2 | 19.1 | (2.0) | 6.5 |
| Alternatives | 0.8 | 2.6 | 2.2 | 1.6 | 3.7 | 10.2 | 1.5 | 0.0 |
| DWS Group | (22.3) | 2.5 | 4.2 | 6.2 | 13.2 | 26.1 | (2.5) | 8.7 |

Net flows by region

| | | | | | | | | |
|------------------|---------------|------------|------------|------------|-------------|-------------|--------------|------------|
| Americas | (21.3) | (0.1) | 3.2 | 2.0 | (1.6) | 3.5 | 1.8 | (2.5) |
| EMEA excl. GY | (1.5) | 1.9 | 1.7 | (0.7) | 3.7 | 6.5 | (2.0) | 9.5 |
| Germany (GY) | 3.0 | 1.2 | 1.1 | 2.4 | 8.9 | 13.6 | (0.9) | 0.9 |
| Asia Pacific | (2.6) | (0.4) | (1.9) | 2.5 | 2.2 | 2.4 | (1.2) | 0.7 |
| DWS Group | (22.3) | 2.5 | 4.2 | 6.2 | 13.2 | 26.1 | (2.5) | 8.7 |

Net flows by client channel

| | | | | | | | | |
|------------------|---------------|------------|------------|------------|-------------|-------------|--------------|------------|
| Retail | (9.5) | (0.8) | 0.9 | 0.4 | 4.6 | 5.1 | (0.4) | 5.0 |
| Institutional | (12.8) | 3.3 | 3.3 | 5.8 | 8.6 | 21.0 | (2.1) | 3.7 |
| DWS Group | (22.3) | 2.5 | 4.2 | 6.2 | 13.2 | 26.1 | (2.5) | 8.7 |

| | | | | | | | | |
|----------------------------|---------------|-------------|-------------|-------------|-------------|--------------|---------------|-------------|
| Total net flows | (22.3) | 2.5 | 4.2 | 6.2 | 13.2 | 26.1 | (2.5) | 8.7 |
| FX impact | 12.6 | 6.1 | (4.6) | 13.2 | (7.9) | 6.9 | 5.2 | (6.9) |
| Performance | (28.0) | 34.8 | 14.9 | 13.2 | 12.2 | 75.1 | (66.0) | 43.2 |
| Other | 0.2 | (1.0) | 0.4 | 0.1 | (2.2) | (2.8) | (4.1) | (0.1) |
| Total change in AuM | (37.5) | 42.3 | 14.9 | 32.7 | 15.3 | 105.2 | (67.4) | 44.8 |

| AuM by asset class | FY 2018 | Q1 2019 | Q2 2019 | Q3 2019 | Q4 2019 | FY 2019 | Q1 2020 | Q2 2020 |
|-------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Active Equity | 77 | 88 | 90 | 91 | 96 | 96 | 79 | 91 |
| Active Multi Asset | 46 | 49 | 50 | 54 | 58 | 58 | 53 | 55 |
| Active SQI ³ | 63 | 67 | 68 | 70 | 71 | 71 | 63 | 66 |
| Active Fixed Income | 227 | 233 | 232 | 240 | 234 | 234 | 217 | 219 |
| Active Cash | 58 | 54 | 57 | 59 | 57 | 57 | 64 | 69 |
| Passive | 112 | 130 | 136 | 145 | 156 | 156 | 133 | 154 |
| Alternatives | 79 | 85 | 88 | 93 | 96 | 96 | 91 | 92 |
| DWS Group | 662 | 704 | 719 | 752 | 767 | 767 | 700 | 745 |

AuM by region

| | | | | | | | | |
|------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Americas | 177 | 188 | 192 | 205 | 199 | 199 | 194 | 195 |
| EMEA excl. GY | 164 | 175 | 180 | 185 | 191 | 191 | 168 | 202 |
| Germany (GY) | 286 | 305 | 312 | 323 | 335 | 335 | 302 | 308 |
| Asia Pacific | 35 | 37 | 35 | 39 | 41 | 41 | 37 | 40 |
| DWS Group | 662 | 704 | 719 | 752 | 767 | 767 | 700 | 745 |

AuM by client channel

| | | | | | | | | |
|------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Retail | 291 | 311 | 317 | 328 | 335 | 335 | 292 | 319 |
| Institutional | 372 | 394 | 402 | 424 | 433 | 433 | 408 | 426 |
| DWS Group | 662 | 704 | 719 | 752 | 767 | 767 | 700 | 745 |

Footnotes

- 1 Compensation and benefits excludes restructuring activities
- 2 IFRS reported balance sheet assets
- 3 Systematic and quantitative investments
- 4 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 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