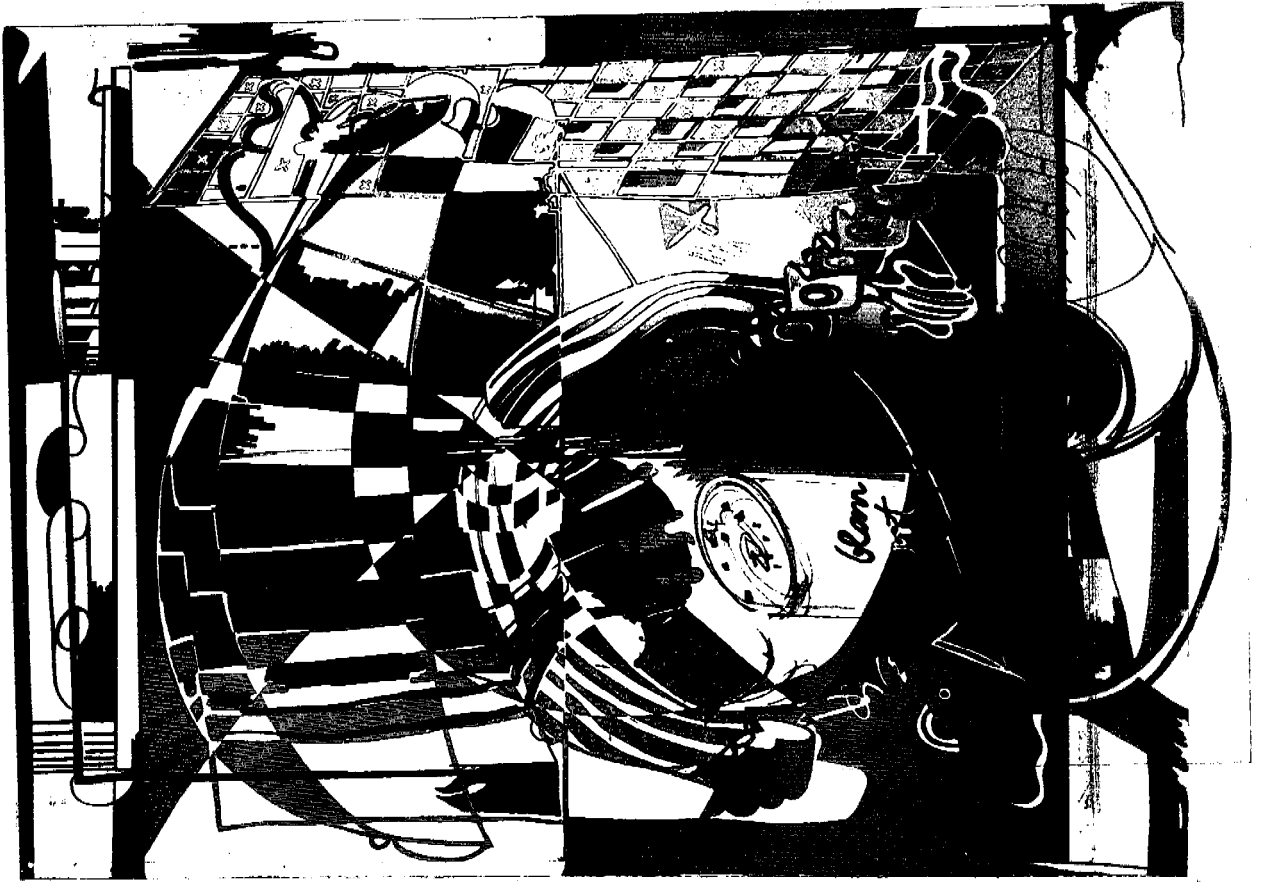


**Annual Report for 1990**

**Deutsche Bank AG**





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## Deutsche Bank

Aktiengesellschaft

Taunusanlage 12, D-6000 Frankfurt am Main 1

Cover:

Dieter Roth, Fancy-cake, 1970, watercolour, ink and pencil, 53 × 78.3 cm

This Annual Report is also published in German, French and Spanish.

The full addresses of our branches and offices in Germany can be obtained from any Deutsche Bank office, subsidiary or associated company. Upon request, we will be pleased to send you our publications "Directory of Deutsche Bank Offices" or "Deutsche Bank Group Worldwide" (covering our international operations).

To order, please use the reply card at the back of the Annual Report.

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*Our Annual Report is printed on environment-friendly paper manufactured from cellulose bleached without using chlorine and without fluorescent whitening.*

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## Deutsche Bank at a glance

	Deutsche Bank Group		Deutsche Bank AG	
	1990	1989	1990	1989
	DM m.	DM m.	DM m.	DM m.
Business volume	404,700	348,800	260,600	219,500
Balance sheet total	400,200	344,000	255,400	214,700
Funds from outside sources	361,200	312,500	225,000	188,900
Total credit extended	273,300	233,800	161,200	135,200
Capital and reserves	15,566	14,367	15,538	12,796
Equity ratio	3.9%	4.2%	6.1%	6.0%
Income on business volume	9,084	7,619	6,377	5,324
Income on services business	3,611	2,788	2,353	2,099
Staff and other operating expenses	8,165	6,536	5,496	4,787
Partial operating profit	4,530	3,871	3,234	2,636
Operating profit	5,126	4,673	3,526	3,354
Taxes	1,371	2,193	1,165	1,521
Net income for the year	1,067	1,340	1,236	1,007
Net income per share of DM 50	DM 23.20 <sup>1)</sup>	DM 33.10 <sup>1)</sup>	DM 28.00	DM 25.30
Allocations to revenue reserves	748	604	618	450
Withdrawals from revenue reserves	422	—	—	—
Total dividend payment	*	*	618	557
Dividend per share of DM 50	*	*	DM 14.00	DM 14.00
Tax credit per share of DM 50	*	*	DM 7.88	DM 7.88
(for shareholders subject to full German tax liability)				
<sup>1)</sup> excluding minority interests in profit				
Shareholders	*	*	305,000	310,000
Staff	68,552	56,580	52,271	43,845
Customers (excl. banks)	7.66 m.	6.98 m.	5.80 m.	5.17 m.
Offices	1,856	1,640	1,334	1,200
domestic	1,496	1,330	1,257	1,124
foreign	360	310	77	/6

\* not applicable

## Dear Shareholders,

In the 1990 financial year, our business volume increased on an unprecedented scale. We improved the operating profit in the Group and at Deutsche Bank AG.

Much of our volume growth came from the activities in the new federal states. Reunification broadened our domestic market. By building up our branch network in eastern Germany at an early stage, we have a good basis for developing future market shares. In the old federal states, private and corporate banking business expanded strongly.

The fiscal 1990 financial statements mainly reflect the inner strengthening of the bank. Besides that we added DM 618 m. to revenue reserves and will propose to the General Meeting that an unchanged dividend of DM 14 be paid per DM 50 share.

### Further growth in operating profit

Operating profit in the Group rose 9.7% to DM 5,126 m. and at Deutsche Bank AG by 5.1% to DM 3,526 m.

The slowdown in operating profit growth compared with the previous year is due largely to lower income from own-account trading in equities in the second half of 1990. We achieved good results in interest business with a slightly improved overall interest margin and strong expansion in Group business volume. All sectors of services business contributed to the rise in net commission income in the Group.

The increase in Group staff and other operating expenses resulted mainly from first-time consolidations and the building up of our branch network in the new federal states. Furthermore, wage and salary increases had a considerable impact on staff costs.

In all expansion we continued to pay close attention to profit quality and to the connection between volume growth and capital backing.

### Business volume more than DM 50 bn. higher

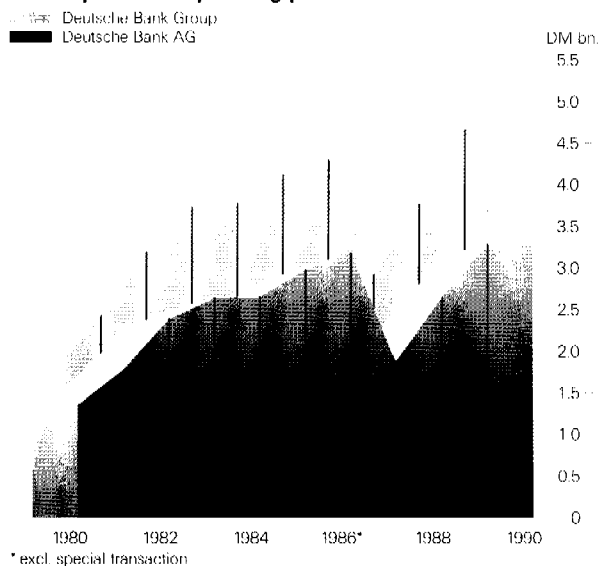
Consolidated business volume in the Group exceeded DM 400 bn. The main factors behind the increase of DM 55.8 bn. (= 16.0%) were volume growth in traditional customer business at Deutsche Bank AG, the incremental business activity in the new federal states and the first-time consolidation of the companies of the Morgan Grenfell Group.

Total lending grew 16.9% to DM 273.3 bn. Funds from outside sources rose 15.6% to DM 361.2 bn.

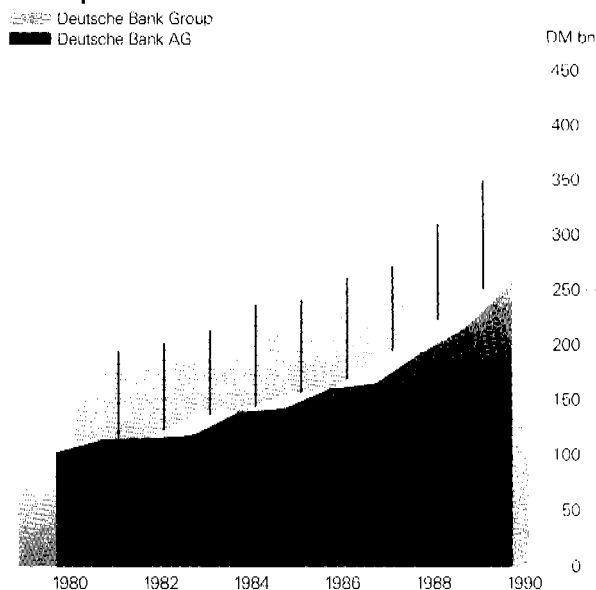
### Strong increase in capital and reserves

Our equity resources were raised again. Our capital increase in February 1990 generated capital funds for Deutsche Bank AG totalling DM 1,659 m.; an additional DM 465 m. came from other inflows of funds in

Development of operating profit 1980–1990



### Development of business volume 1980–1990



connection with the exercise of option and conversion rights and the issue of staff shares.

We added DM 748 m. of the profits earned by the Group to revenue reserves; a further DM 190 m. will be added following approval by the relevant General Meeting.

Group capital and reserves will then total DM 15,756 m. The minimum capital ratios of 4% and 8% prescribed internationally by the Basle capital adequacy regulation were exceeded by clear margins.

In February 1991 we offered our shareholders and the holders of conversion and option rights to shares of Deutsche Bank AG participatory certificates for subscription in a total volume of DM 1,200 m. at 120% with warrants to subscribe for shares of Deutsche

Bank AG. The placement was successful and leads to an increase of DM 1,440 m. in liable capital pursuant to the German Banking Act. The participatory certificates have a life of 12 years and bear an annual coupon of 9%. The option rights attaching to the participatory certificates of par value DM 1,000 each entitle the bearer to subscribe for two shares of Deutsche Bank AG of par value DM 50 at a price of DM 550 each up to the end of June 1995.

### Comprehensive provisioning for risks

To further strengthen the Group, we used a substantial part of the operating profit to provision for possible loan losses in domestic and foreign lending business. We provided for the higher risks worldwide with the usual care, i.e.

- covered all discernible risks with individual value adjustments and provisions;
- provided for latent risks with appropriate collective adjustments;
- hedged country risks with provisioning measures for a present total of 59 countries;
- valued all securities holdings uniformly throughout the Group according to the strict "lower of cost and market" principle.

### Expansion and streamlining of the Group

In the past financial year, good progress was made in expanding Deutsche Bank Group.

#### – 240 branches in the new federal states

After acquiring the remaining shares in Deutsche Bank-Kreditbank AG, Berlin, we merged the latter institution with Deutsche Bank AG. We shall also

merge Deutsche Bank Berlin AG, Berlin, with Deutsche Bank AG this year; we will then be represented in our own name by 240 branches in the new federal states and Berlin. Organizational responsibility will in future rest with two regional head branches – Berlin and Leipzig. Substantial capital investment is planned for the further development and expansion of our branch network. Investment finance in the sum of DM 100 m. has already been made available for state-of-the-art information technology.

#### **- growth of business in Europe**

In Spain, we increased our stake in Banco Comercial Transatlántico, S.A., Barcelona, to 96.9% through further purchases.

In Portugal, Deutsche Bank de Investimento, S.A., Lisbon, set up at the beginning of 1990, developed well. It is continuing the business activities of MDM Sociedade de Investimento, S.A., Lisbon.

In Switzerland, Deutsche Bank (Suisse) S.A., Geneva, took over the entire share capital of Banque Morgan Grenfell en Suisse S.A., Geneva, to strengthen its portfolio advisory and asset management business.

The cooperation between Deutsche Bank Group and Morgan Grenfell Group progressed well. Thus, for example, the activities previously conducted by Deutsche Asset Management GmbH, Frankfurt am Main, in London, New York and Tokyo were merged with Morgan Grenfell Group. As a further part of this reorganization, DB Mergers & Acquisitions GmbH, Frankfurt am Main, ceded its field of business to DB Morgan Grenfell GmbH, Frankfurt am Main.

Our Paris Branch expanded its investment banking segment. We intensified our activities in lending business with French clients. The number of staff was increased in line with business growth.

In eastern Europe, we opened representative offices in Budapest, Prague and Warsaw.

#### **- "Primary Dealer" in North America**

Our 100% Group company Deutsche Bank Government Securities, Inc., New York, received a primary dealer licence for U.S. Treasuries from the Federal Reserve Bank. Thanks to this, both our U.S. and international customers can now benefit from a full service in the world's biggest bond market.

#### **Improved organizational structure**

To make sure that we stay competitive as an international universal bank, we decided in the reporting year to restructure our organization. We shall do so step by step in the course of 1991. The main emphasis will be on even greater customer orientation in our activities. We have created three corporate groups: Private Banking, Corporate/Institutional Banking and Resources & Controlling, which are in turn split up into Business and Service Divisions. A primary divisional responsibility at all levels, supplemented and rounded off by regional responsibility as hitherto, will combine the necessary specialization with greater, market-oriented decentralization of competence, responsibility and initiative.

To improve our property management, the entire real estate portfolio of Deutsche Bank AG was transferred to our consolidated subsidiary DEBEKO Immobilien GmbH & Co Grundbesitz OHG, Eschborn, with all undisclosed reserves maintained in full.

### Additions to Group reserves

The Group reports net income for the year of DM 1,067 m. One half of the net income for the year at Deutsche Bank AG, i. e. DM 618 m. out of DM 1,236 m., was added to revenue reserves. This amount includes the revenue reserves written back and distributed to us by Deutsche Bank Berlin AG in view of the resolved merger. Our subsidiaries added a total of DM 130 m. to their reserves.

### Again dividend of DM 14 per share

We propose to the General Meeting of Deutsche Bank AG that the distributable profit of DM 618 m. be paid to the shareholders. This corresponds, as in the previous year, to a dividend of DM 14 per share of par value DM 50.

Frankfurt am Main, March 1991

## Deutsche Bank

Aktiengesellschaft

The Board of Managing Directors

Dr. Jürgen Frenn  
Hans-Joachim Lauth  
Klaus-Dieter Meiss  
Hans-Joachim Lauth  
Hans-Joachim Lauth



## Honorary President

Hermann J. Abs, Frankfurt am Main

## Supervisory Board

Dr. F. Wilhelm Christians, Düsseldorf  
*Chairman* (from 16. 5. 1990)

Hagen Findeisen, Hamburg\*  
*Deputy Chairman*  
Deutsche Bank AG

Jürgen Bartoschek, Frankfurt am Main\*  
Deutsche Bank AG

Dr. Marcus Bierich, Stuttgart  
Chairman of the Board of Management  
of Robert Bosch GmbH

Dr. Robert Ehret, Frankfurt am Main

Dr. Friedrich Karl Flick, Düsseldorf

Dr. Wilfried Guth, Frankfurt am Main  
(Chairman until 16. 5. 1990)

Gerd Hirsbrunner, Berlin\*  
Deutsche Bank Berlin AG

Ulrich Kaufmann, Düsseldorf\*  
Deutsche Bank AG

Dr. Elmar Kindermann, Frankfurt am Main\*  
Deutsche Bank AG

Dr. Hellmut Kruse, Hamburg  
Member of the Supervisory Board of Beiersdorf AG

Dr. Heribald Närger, Munich  
Chairman of the Supervisory Board of Siemens AG

Dr. Michael Otto, Hamburg  
Chairman of the Board of Management  
of Otto-Versand (GmbH & Co.)

Josef Pfaff, Cologne\*  
Deutsche Bank AG

Gerhard Renner, Hamburg\*  
Member of the National Executive  
of Deutsche Angestellten-Gewerkschaft

Lorenz Schwegler, Düsseldorf\*  
President of Gewerkschaft  
Handel, Banken und Versicherungen

Herbert Seebold, Stuttgart\*  
Deutsche Bank AG

Dipl.-Kfm. Günter Vogelsang,  
Düsseldorf-Oberkassel

Lothar Wacker, Cologne\*  
Deutsche Bank AG

Hannelore Winter, Düsseldorf-Oberkassel

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\* elected by the staff

## Advisory Board

Dr.-Ing. E. h. Werner Dieter, Düsseldorf  
*Chairman* (from 27. 3. 1990)  
Chairman of the Executive Board of Mannesmann AG

Hans Jakob Kruse, Hamburg  
Spokesman of the Board of Managing Directors  
of Hapag-Lloyd AG

Dipl.-Volkswirt Dr. h. c. Tyll Necker,  
Bad Oldesloe  
*Deputy Chairman*  
President of Hako-Werke GmbH & Co.

Dr. h. c. André Leysen,  
Mortsel, Belgium  
Chairman of the Supervisory Board  
of the Agfa-Gevaert Group

Dr. rer. nat. Hans Albers, Ludwigshafen  
Chairman of the Supervisory Board  
of BASF Aktiengesellschaft

Dr. Klaus Liesen, Essen  
Chairman of the Board of Management of Ruhrgas AG

Dr. rer. oec. Karl-Hermann Baumann,  
Munich  
Member of the Managing Board of Siemens AG

Helmut Loehr, Leverkusen  
Member of the Board of Management of BAYER AG

Professor Dr.-Ing. E. h. Werner Breitschwerdt,  
Stuttgart  
Member of the Supervisory Board of Daimler-Benz AG

Dr. Klaus Mertin, Frankfurt am Main

Dr. rer. nat. Dietrich Natus, Frankfurt am Main  
Member of the Supervisory Board  
of Metallgesellschaft AG

Dr.-Ing. Dr. rer. nat. h. c. Konrad Henkel,  
Düsseldorf  
Honorary President of the Henkel Group

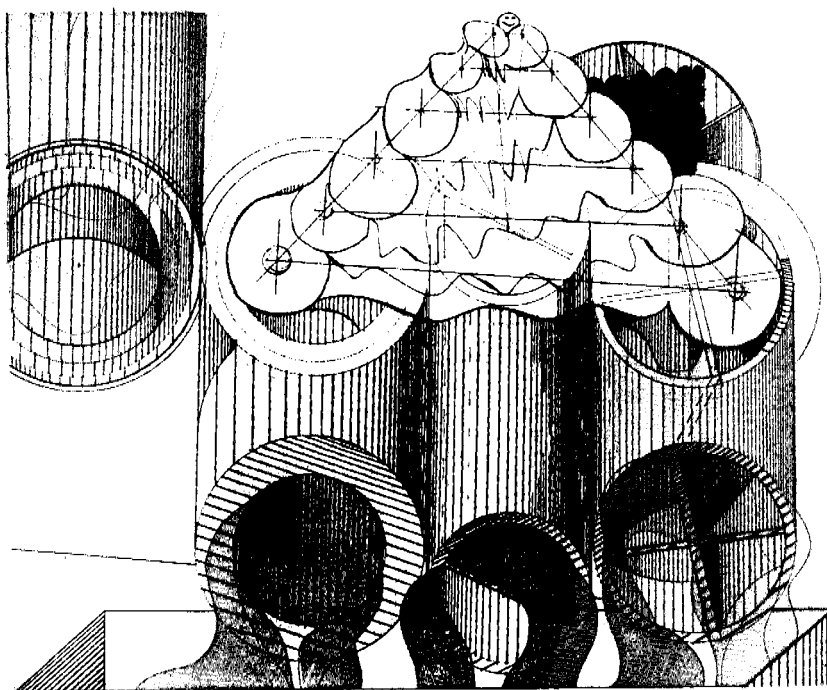
Dr. rer. pol. Dipl.-Kfm. Gerhard Rüschen,  
Frankfurt am Main  
Managing Director of Nestlé Deutschland AG

Eberhard von Heusinger,  
Bad Homburg v.d. Höhe  
Lawyer

Dipl.-Ing. Hans Peter Stihl, Waiblingen  
Chairman and Chief Executive Officer of Andreas Stihl

Dr.-Ing. Dr.-Ing. E. h. Günther Klätte, Essen  
Managing Director (retd.)  
of RWE AG

Dr. Mark Wössner, Gütersloh  
President and Chief Executive Officer of Bertelsmann AG



## Board of Managing Directors

Corporate Group		Business/Service Division <i>Staff Department</i>	Branch Regions	Foreign Regions
<b>Spokesman</b>	Hilmar Kopper	<i>Group Strategy Communications</i>	Cologne	
<b>Private Banking</b>	Eckart van Hooven	Building Finance (until June 30, 1990)	Bremen Hamburg Lübeck	Scandinavia
	Georg Krupp	Retail Banking	Leipzig Saarland	Eastern Europe
<b>Corporate/ Institutional Banking</b>	Carl L. von Boehm-Bezing, Deputy (from January 30, 1990)	Private Banking	Bielefeld Mainz	Luxembourg, Switzerland
	Herbert Zapp	Corporate Banking <i>Legal</i>	Berlin Düsseldorf	Latin America
	Ellen R. Schneider-Lonné	Financial Institutions	Wuppertal	United Kingdom, Ireland
	John A. Craven (from January 30, 1990)	Mergers & Acquisitions	Morgan Grenfell Group	
	Ronaldo H. Schmitz (from February 1, 1991)	Corporate Finance	Freiburg	North America
	Rolf-E. Breuer	Securities Trading and Sales/Asset Management	Stuttgart	Near and Middle East
	Ulrich Cartellieri	FX, Money & Precious Metal Trading	Essen	Asia/Pacific
	Ulrich Cartellieri	Treasury <i>Economics</i>		
<b>Resources &amp; Controlling</b>	Horst Burgard	Credit Control	Frankfurt	Belgium, France, Netherlands
	Ulrich Weiss	Personnel <i>Auditing</i>	Mannheim	Italy, Portugal, Spain
	Michael Endres	Organization and Operations	Munich	Austria, Greece Israel, Turkey
	Jürgen Krumnow	Controlling <i>Taxes</i>	Hanover	Africa

# Report of the Board of Managing Directors

## General Economic Situation

### Dampened world economic expansion

The eight-year-long uptrend in the world economy slowed in 1990. National product of the OECD countries rose by just under 2.5% as compared with a good 3% in 1989. Economic performance was particularly weak in the Anglo-Saxon countries where there were growing signs of recession. Above-average rates of growth were registered in Japan and - thanks to the boost to demand from German reunification - in continental Europe as well. However, a restrictive monetary policy and the sharp rise in oil prices after Iraq's invasion of Kuwait dampened growth here, too. In eastern Europe, reorganization and adjustment difficulties caused production to drop noticeably. In the OECD area, the reduction in unemployment lost momentum. At 6%, the unemployment rate was only marginally down from the previous year's level. The rate of general price increase picked up slightly to 5.2% as a result of the oil price development.

Growth in world trade was down to 5% from 7% in 1989. In Japan and Germany, progress was made towards dismantling external imbalances; on the other hand, there was only a small decline in the U.S.A.'s current account deficit.

### West Germany:

#### Growth stimulus from reunification

The unexpectedly rapid unification process had a sharply contrasting impact on the economy in the two parts of Germany. In west Germany, the economy received a growing boost from extensive supplies of consumer goods to east Germany. Coupled with strong private consumption in the old federal states, high fixed investment in machinery and equipment and the resistance of construction activity to interest rate movements, this led to real growth of 4.5% in west German national product, the strongest rate of increase for 14 years. The average number of

persons in employment rose by 777,000, a substantial part of the increase being attributable to people resettling or commuting to work in west Germany. At the end of the year there were roughly 200,000 people commuting from the new federal states.

### East Germany facing adjustment pressure

In east Germany, the introduction of the Deutsche Mark on July 1 brought an adjustment shock which immediately revealed the desolate state of the economy. This and the population's stark preference for west German products led to a drastic decline in industrial production and retail sales. Despite first signs of stabilization in the services and construction sectors towards year's end, gross domestic product in 1990 was an estimated one-fifth lower than in 1989. In spite of generous short-time working arrangements the number of persons in employment fell by over 800,000.

### Massive public aid for new federal states

Through massive transfer payments, the Federal Government was concerned to cushion the deep-reaching social impact of the restructuring process and to set in train the market-driven reform of the east German economy and the modernisation of its infrastructure. As a result, the budget deficit of all German central, regional and local authorities (including the German Unity Fund) rose to almost DM 100 bn., equivalent to a good 3½% of Germany's total national product.

### Prices held in check

At 2.7%, the rate of increase in the cost of living in west Germany was again low in 1990 despite the strong growth momentum, the surge of demand from east Germany which coincided with more or

less full capacity utilization, and the rise in oil prices. Contributing factors were the Deutsche Mark's appreciation against the US dollar, slackening foreign demand and the availability of additional labour as a result of migration and commuting.

### Strong rise in interest rates

To contain inflationary pressures, the Bundesbank stuck to its restrictive course. The introduction of the Deutsche Mark in the new federal states went off smoothly without disrupting money supply. The growth of 5½% in money supply was within the target range of 4% to 6%.

On the capital market, investors' concern about an upsurge in inflation in view of mounting public debt and the absence of public spending cuts to finance German unification led to a strong rise in interest rates. In the summer, the crisis in the Middle East

brought added pressure. At year's end, yields on long-term Federal Government bonds were up 1¾%-points on the end of 1989 at 9%.

### International: turnaround in interest rate trend

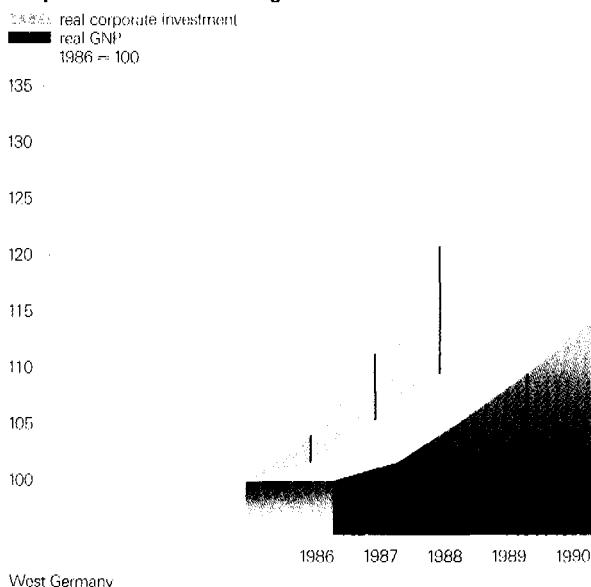
Internationally, upward pressures on interest rates also predominated at first in 1990. However, as economic growth flagged, this interest rate trend was reversed. In the U.S.A., where there were growing signs of recession, the decline in interest rates was particularly pronounced. The interest advantage of dollar investments compared with DM investments turned into a substantial disadvantage.

### Deutsche Mark gains strength

The contrasting economic and interest rate trends in Germany and abroad led to a marked firming of the Deutsche Mark in the second half of the year. Over the year, it appreciated by 13.6% against the dollar and by 7.2% against the yen. On the other hand, it lost ground against the Swiss franc and sterling. The Deutsche Mark's weighted external value rose 1.8%.

Within the European Monetary System (EMS) exchange rates developed smoothly on the whole. In October, the British currency joined the EMS exchange rate mechanism, though still with a broader fluctuation margin. A central part of the first phase of European economic and monetary union, which entered into force on July 1, is the liberalization of capital movements. This has meanwhile been completed in eight EC member-states. Mid-December saw the start of EC intergovernmental conferences on the next steps towards economic and monetary union and on political reforms.

### Corporate investment as growth motor



## Debt situation growing more differentiated

The international debt situation remains tense. Some countries, however, improved their position as a result of economic reforms and reductions in debt and debt service burdens. Venezuela was the second major debtor country, after Mexico, to restructure its medium and long-term debt to banks under the Brady initiative. No agreement is yet in sight for Argentina and Brazil, whose high interest arrears have continued to mount. In eastern Europe, payment difficulties have worsened under the impact of political and economic upheaval. Payment problems were also experienced in the Soviet Union. As a result, banks' readiness to provide new money without cover has declined sharply. Similar debt relief as in Latin America will be needed in a number of highly indebted east European countries.

## International financial markets: declining activity

There was a falloff in international financing activity in 1990. As a result of growing creditworthiness risks, new business was concentrated on prime borrowers.

On the international bond markets, the volume of new issues was markedly down from the previous year's record level. Owing to the weakness of the US currency there were considerably fewer US dollar issues, especially by Japanese companies. On the other hand, there was growth in issues of floating rate notes in D-Mark, sterling and yen.

Overall, loan syndication business was on a par with the previous year's level. There was rising demand among European companies for new large loans. On the other hand, the market for financing corporate acquisitions in the U.S.A. largely came to a standstill.

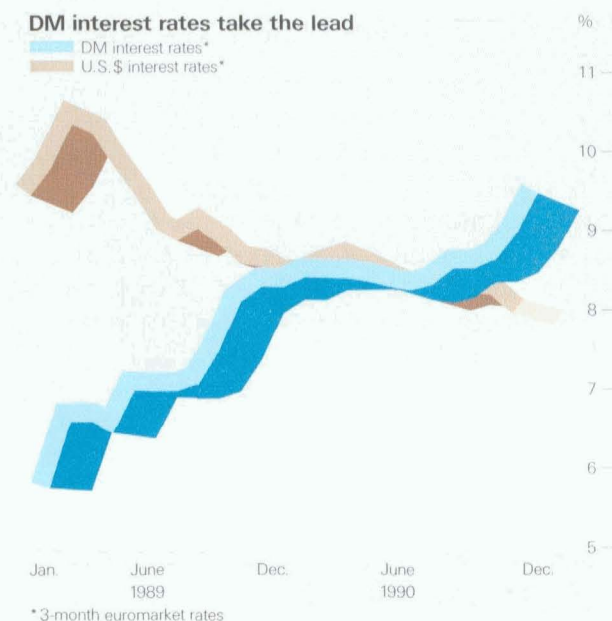
To comply with the recommendations of the Committee on Banking Regulations and Supervisory

Practices in Basle, many international banks were concerned to improve their capital bases. Depressed earnings, increased provisioning requirements in lending and securities business and the markedly higher cost of obtaining risk capital led to greater selectivity in lending and stronger cost-cutting efforts.

## Downturn on the equity markets

In the second half of the year, as the world economic and political outlook clouded over, there were in part sharp falls in share prices.

On the German stock exchanges the cheerful trend which, buoyed by bullish sentiment over business prospects in east Germany, had lifted the Deutscher Aktienindex (DAX) to a new high in March, gave way to a sharp slide on the outbreak of the Gulf crisis. Though recovering towards year's end, the DAX index lost about 22% in 1990. All the same, the vol-



ume of equity funds raised on the share market over the full year (market value: DM 28 bn.) reached a record level in 1990.

The launch of the fully electronic Deutsche Terminbörse (DTB) in January 1990 brought the German market for share options into line with international developments. DTB broadened its offering in November with the introduction of DAX index futures and a futures contract based on a synthetic ten-year Federal Government bond.

#### **German bond market: improved structure**

On the market for domestic bonds, the new issue volume rose to a gross figure of close on DM 430 bn. (1989: approx. DM 250 bn.). The German bond market

is the world's third biggest and number one in Europe, with a total volume outstanding of almost DM 1,500 bn.

In July, the Bundesbank switched over to a combined syndicate and tender procedure for new Federal Government bond issues. The one-year blocking of the selling commission, which had impeded trading, was lifted. The Federal Government, the Federal Postal Administration and the Federal Railways issued floating rate notes for the first time in the reporting period.

The abolition of stock exchange turnover tax and the lifting of approval requirements for domestic bond issues as from the beginning of 1991 means a significant - and necessary - strengthening of Germany's position as a financial centre.



# Management Report of Deutsche Bank AG

## I. Our range of products

In addition to our traditional business activities, our product range was enhanced by a large number of special and supplementary products. Partly for legal and organizational reasons, this was not confined to Deutsche Bank AG. Irrespective of the decentralization of our service offering, our aim is to further improve our position in the international financial market with a range of high-quality products offered "at one stop" under the seal of Deutsche Bank. So the services mentioned in the Management Report also include the activities of Group companies.

### 1. Corporate banking

#### Market position expanded

In corporate banking, where we serve more than 230,000 customers throughout the world, we expanded our market position both at home and abroad. Lending volume increased to DM 135.7 bn.; most of the growth was generated at domestic offices. On balance sheet date, deposits amounted to DM 85.6 bn. In the old federal states we achieved high growth rates in short and medium-term financings. In the long-term sector, our db-investment loans and tied funds granted under government promotion programmes were in strong demand.

In the new federal states, corporate customer business has shown an extraordinarily brisk development since the currency, economic and social union took effect on July 1, 1990. To help east German companies master the adjustment process, we had already established contacts with them during the Leipzig Trade Fair in March 1990. In addition to guaranteed liquidity loans, we were also able to support our customers' activities on a growing scale with lendings at own risk. Special importance was attached to counselling on available government pro-

motion funds and their distribution. Furthermore, we acquired a gratifying volume of new deposits.

Turnover and income from the financial settlement of our corporate customers' foreign trade business increased overall.

#### Serving the needs of small and medium-sized firms . . .

Deutsche Gesellschaft für Mittelstandsberatung mbH, Munich, further extended its range of consulting services to include, among other things, the field of business cooperation. In response to the developments within Germany, offices were set up in Dresden and Leipzig. Advice on the single European market continued to be a main focus of its activities. Our subsidiary was the first private enterprise to be officially granted the status of EC counselling office.

Our life insurance products were supplemented by company pension insurance. With "Firmen-Lebensversicherungs-AG der Deutschen Bank", which is planned to take up business in spring 1991, we will offer a comprehensive range of company pension schemes.

#### . . . as well as big companies and local authorities

Business with large international companies was intensified thanks to the continued expansion of our global network, the broadening of our corporate finance activities and the special training of the staff responsible for this sector.

Through its early commitment in the new federal states, our independently managed subsidiary Roland Berger & Partner GmbH International Management Consultants, Munich, achieved a leading position in counselling local companies on their restructuring efforts.

We have expanded our range of advisory and financial services for local authorities, partly with a view to the privatization of public services.

### **Leasing, instalment financing . . .**

Owing to brisk demand and the opening of eight branches in the new federal states, GEFA-Leasing GmbH, Wuppertal, acquired additional business, especially in the fields of information technology, motor vehicles and machinery. The volume of db-leasing contracts concluded via branches of Deutsche Bank AG was increased by over half compared to the previous year.

At ALD AutoLeasing D GmbH, Hamburg, business again centred on fleet leasing by commercial and industrial clients.

Deutsche Immobilien Leasing GmbH, Düsseldorf, further extended real estate leasing in the corporate sector, achieving a volume of more than DM 1 bn. In cooperation with local authorities in the new federal states, its subsidiary DIL Deutsche Baumanagement GmbH, Düsseldorf, carried out project planning for the settlement of new local enterprises.

GEFA Gesellschaft für Absatzfinanzierung mbH, Wuppertal, also recorded marked growth, especially in the financing of commercial vehicles and all types of machinery.

### **. . . and equity finance expanded**

Deutsche Beteiligungsgesellschaft mbH, Frankfurt am Main, including Deutsche Beteiligungs AG Unternehmensbeteiligungsgesellschaft, Königstein/Taunus, considerably expanded the portfolio of participations they manage, consisting of 121 commitments, to DM 457 m.

## **2. Private banking**

### **Selective improvement of services**

We further improved our range of services for private customers. To enable our clients to obtain cash and handle standard banking transactions after business hours, further self-service facilities were set up. The number of our cash dispensers alone has more than tripled to roughly 800. We plan to continue expanding the network at a rapid pace - especially in the new federal states.

More than 230,000 Deutsche Bank customers have a "Deutsche Bank EUROCARD" or "Deutsche Bank EUROCARD GOLD", which provides additional insurance cover and services. We now issue both cards ourselves; they can also be used to operate our cash dispensers.

Our new pricing scheme for personal accounts, which offers a number of options (service package or individual settlements) and significant savings for self-service, was well received by our customers.

### **New market shares among the self-employed**

With the help of our specially-trained customer advisors, we gained further market shares among self-employed persons, especially in the professions and the small trades and crafts sector. In the new federal states our consulting and financial services for business start-ups met with a very positive response.

### **Consumer loans and building finance in demand**

Strong demand from households - for durable consumer goods in particular - was largely responsible for the positive development in the volume of consumer loans.

The sustained good level of construction activity was reflected in building loan assurances. Owing to higher capital market interest rates, shorter fixed-interest-rate periods and variable interest rates were preferred.

### **Deutsche Bank Bauspar-AG: very successful**

We further expanded our good market position in the building savings sector. In the new federal states our building savings products also met with a very favourable response. Deutsche Bank Bauspar-AG, Frankfurt am Main, meanwhile has a portfolio of 320,000 contracts in the value of DM 8.8 bn.

### **Expansion of deposits business at higher interest rate level**

In view of the attractive level of interest rates, our customers showed a preference for fixed-interest-bearing forms of investment. We thus more than doubled the volume of our Deutsche Bank fixed-interest savings scheme with maturities of up to 36 months. In private banking, time deposits also reached new peaks. Customers continued to show great interest in the Deutsche Bank Savings Plan. It was chiefly these products that were also in strong demand in the new federal states.

### **Life insurance again dynamic**

Lebensversicherungs-AG der Deutschen Bank, Wiesbaden, continued to do well in its second year in operation. At the end of the year, more than 93,000 in-

surance contracts with a policy volume of DM 5.2 bn. had been concluded. Meanwhile, direct insurance through salary retention and endowment life insurance with a premium custody account were added to its product range. Policies are sold almost exclusively via Deutsche Bank branches and our domestic commercial banking subsidiaries.

## **3. Securities business**

### **Shares and bonds**

Despite negative influences from the political and world economic situation, the domestic Group's turnover in securities business with private and institutional customers increased by a further 4.3%.

This growth came solely from bonds and *Schuldenscheindarlehen*. Due to the historically very high yield level, investors' interest - particularly among domestic buyers - centred on DM bonds.

After a positive development in the first months of the year, turnover in equities lagged behind the high comparative figures for the previous year. The decrease mainly affected foreign shares.

### **Investment fund units**

Units of funds investing in fixed-income securities were in particularly high demand. Interest centred on the international INTERRENTA fund and also the newly launched AKKURENTA '96 fund. However, the INVESTA equity fund also registered good activity.

At the end of 1990, the assets held by Deutsche Gesellschaft für Fondsverwaltung mbH (DEGEF), Frankfurt am Main, in 238 special-purpose funds for institutional investors such as insurance companies, pension and benevolent funds, professional associations' pension schemes, social insurance institutions, etc. as well as staff funds amounted to DM

18.2 bn. After the amendment of the Capital Investment Act, special-purpose funds can, in future, also be established for foreign investors.

#### **Risk management with DTB options**

Since Deutsche Terminbörse (DTB), the German Futures and Options Exchange, was launched in January 1990, Deutsche Bank has been actively involved as market maker in electronic trading of all kinds of options on 15 leading German equities. In November 1990, the product range of DTB was expanded by two futures, the DAX future and the BUND future. Our range of services for private and institutional investors thus covers all the derivative financial instruments needed for efficient risk management.

#### **Over 1.8 million custody accounts for customers**

At the end of 1990, the market value of the securities administered Group-wide in more than 1.8 million customers' safe-custody accounts totalled roughly DM 250 bn. Over 54,000 safe-custody accounts were opened in the new federal states alone, where bonds of public issuers were very popular.

### **4. Issuing business**

#### **Capital increases, share placements**

In the reporting year, we acted as lead manager or participated in 74 domestic capital increases for cash with an aggregate volume of approx. DM 15 bn. We introduced the shares of nine companies to the stock exchange and placed equity capital in the equivalent of about DM 780 m. in the market. We took part in eight further new listings with a volume of

roughly DM 970 m. As we participated in 38 foreign share placements, Euro-equity business became increasingly important for us in the 1990 financial year.

#### **International bond issues and note programmes**

In international issuing, we managed to maintain our leading position despite persistent strong competition. Apart from our prominent role in the DM sector, 29 currency issues lead managed by Deutsche Bank Capital Markets Ltd., London, with a volume of DM 8.5 bn., contributed to this. Among these, the World Bank's successful U.S.\$ 2 bn. Global Bond III and Unilever's U.S.\$ 400 m. issue stood out in particular.

We acted as lead manager for six bonds which were issued in various currencies for German customers on the Eurocapital market, including a DM 1.2 bn. floating rate note issue of Lufthansa International Finance (Netherlands) N.V. and an ECU 200 m. notes issue for Kreditanstalt für Wiederaufbau. In the short and medium-term sector we arranged a DM 200 m. euro-medium-term note programme for Haniel Finance B.V. as well as a U.S.\$ 100 m. euro-commercial paper programme for Klöckner & Co Financial Services B.V.

Shortly before the end of the year, Daimler-Benz AG asked us to arrange a DM commercial paper programme for DM 500 m. Since the legal framework relating to this product - a newcomer to the German financial market - has been changed with effect from 1991, an interesting market segment has emerged.

In the first year of its existence, Deutsche Bank (Austria) Aktiengesellschaft, Vienna, has already become well established in the Austrian capital market. Among other things, it acted as lead manager for an AS 3 bn. issue of the Republic of Austria with a variable interest rate. It also participated in a management capacity in virtually all equity issues in Austria.

## **5. Structured financings**

### **Syndicated loans**

Syndicated credit facilities continued to gain in importance. These included the U.S.\$ 1.2 bn. multiple facility agreement for Thyssen AG and the DM 600 m. dual option revolving credit facility for PWA Papierwerke Waldhof-Aschaffenburg AG.

### **Project finance**

With bases in New York, London, Frankfurt am Main, Singapore and Melbourne, we enhanced our position as one of the world's leading banks in project finance.

The focus was on financings relating to energy, infrastructure, raw materials, industrial equipment and communication projects. We are acting as financial advisor on a number of major European infrastructure projects that are of importance for the Federal Republic of Germany, such as the Brenner Tunnel, the Fehmarnbelt Channel and Mobilfunk (mobile communications). At present, our interest is centred on developing the infrastructure in the new federal states.

### **International leasing**

In the 1990 financial year, customers again showed great interest in leasing financings. The decline in business with China and Eastern Europe for political reasons was more than offset by growth particularly in U.S. business. Overall, substantial new business was achieved.

## **6. Swap business still expanding**

In a growing market for interest rate derivatives, we enhanced our position worldwide. Major uncertainties, which in 1990 were especially felt in the DM

interest rate environment, led to strong growth rates, primarily in option business.

## **7. Business with financial institutions**

Through our worldwide network of more than 4,000 correspondent banks in 152 countries, our customers can transact cross-border payments smoothly and efficiently.

Together with our foreign branches and subsidiaries all over the world, we offer internationally operating financial institutions a broad range of products and services.

Roughly 20% of German foreign trade is settled through our bank. Our technical centre in Eschborn is the leading clearing office in the DM sector.

Furthermore, we provide our bank customers, brokers, insurance companies and international portfolio managers with a comprehensive, high-quality custody service for securities.

## **8. International trade finance**

Owing to lower foreign demand for capital goods, especially in the second half of the year, the volume of medium and long-term export financings extended in the interest of our corporate customers fell short of the pre-year figures. By concluding basic agreements, we helped our export customers carry out small-scale financings at low cost. Other forms of financing, especially forfaiting in the international banking market, were increasingly utilized.

## 9. Foreign exchange, money market and precious metals

The good income achieved in the previous year was maintained in foreign exchange and precious metals business, with foreign branches contributing a bigger share. Traditional and also innovative risk

management products were very popular with our customers.

In international money market business, we increased our income considerably compared to the previous year. Our eurocommercial paper business in London was successful.

## II. Asset, financial and income situation of Deutsche Bank AG

### Business volume

Business volume was up DM 41.1 bn., or 18.7%, compared with 31. 12. 1989 to DM 260.6 bn. DM 13.9 bn. of this increase was attributable to the branches in the new federal states following the merger of Deutsche Bank-Kreditbank AG, Berlin, with Deutsche Bank AG, which took effect retroactively from July 1, 1990.

Balance sheet total increased by DM 40.6 bn. to DM 255.4 bn.

### Total credit extended

Total credit extended (excluding guarantees and letters of credit) rose by DM 26.0 bn. (+ 19.3%) to DM 161.2 bn.

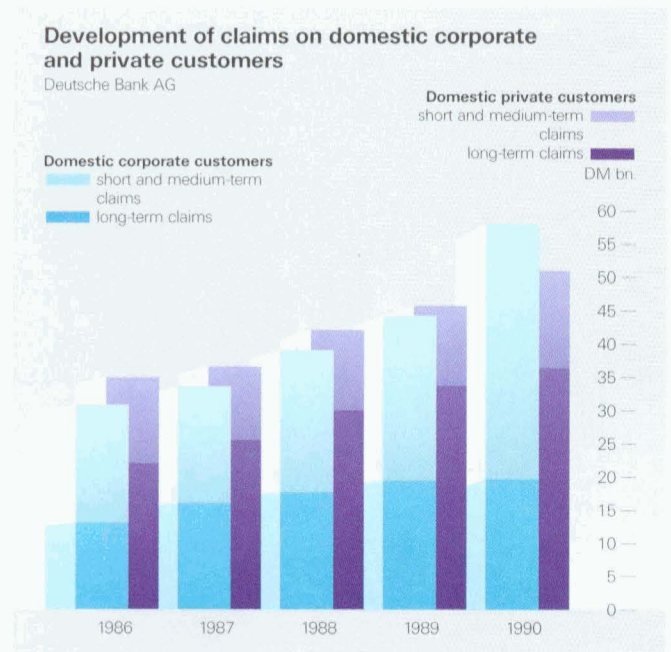
Claims on customers expanded by an aggregate DM 21.9 bn. to DM 138.9 bn.

<i>Total credit extended</i>	End of 1990		End of 1989		Change	
	DM m.	% share	DM m.	% share	DM m.	%
Claims on customers						
short and medium-term	72,179	44.8	54,311	40.2	+17,868	= 32.9
long-term (4 years or more)	66,692	41.4	62,661	46.3	+ 4,031	= 6.4
	138,871	86.2	116,972	86.5	+21,899	= 18.7
Discounts	7,155	4.4	6,480	4.8	+ 675	= 10.4
Lendings to banks	15,176	9.4	11,721	8.7	+ 3,455	= 29.5
<i>Total credit extended</i>	<u>161,202</u>	<u>100.0</u>	<u>135,173</u>	<u>100.0</u>	<u>+26,029</u>	<u>= 19.3</u>

The increase in short and medium-term claims by DM 17.9 bn. was particularly noteworthy. Demand for long-term lendings, however, slackened owing to the higher level of interest rates. Long-term lendings, as a proportion of total claims on customers, thus decreased to 48%. Within the framework of the rediscount quota granted us by Deutsche Bundesbank, discounts increased by DM 0.7 bn.

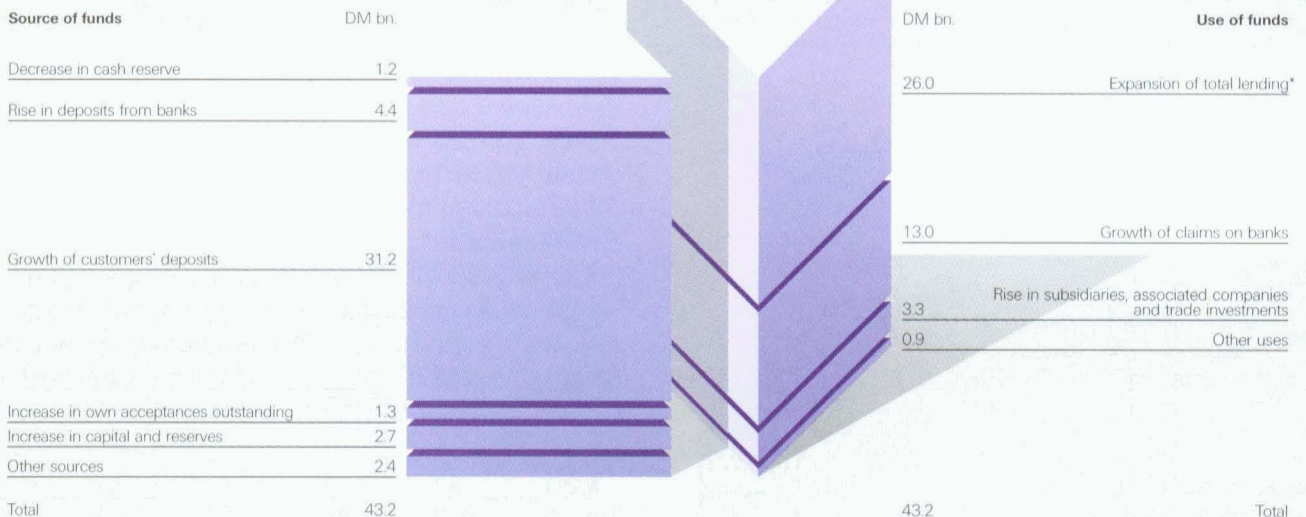
Claims on our corporate customers increased by DM 17.4 bn. to DM 84.1 bn. Our branches in the new federal states accounted for more than 50% of the growth of DM 13.9 bn. in lendings to domestic corporate customers. Claims on foreign corporate customers expanded by DM 3.5 bn. to DM 25.8 bn.

Credits extended to our private customers totalled DM 52.4 bn. The db-building finance sector again registered a considerable increase by DM 2.3 bn. to DM 29.5 bn. Furthermore, we referred building financings totalling DM 0.9 bn. to our mortgage banks.

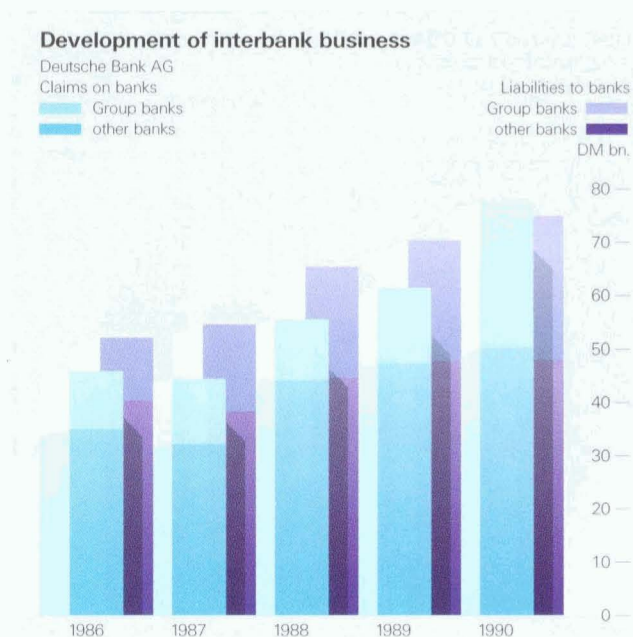


### Financing balance 1990

Deutsche Bank AG



\* Short and medium-term claims on customers + DM 17.9 bn., long-term claims on customers + DM 4.0 bn., advances to banks + DM 3.4 bn., discounts + DM 0.7 bn.



Lendings to banks increased by DM 3.4 bn. to DM 15.2 bn.

We provided our customers with a considerable volume of tied funds under Federal and Länder government promotion programmes.

### Interbank business

Claims on banks grew by DM 16.5 bn. to DM 78.4 bn. The share of Group banks in these claims increased to 34% since we strengthened the deposits placed with domestic and foreign subsidiaries.

Bank deposits expanded by DM 4.4 bn. to DM 75.6 bn. This includes DM 21.5 bn. in long-term deposits of Group banks.

### Funds from outside sources

	End of 1990		End of 1989		Change	
	DM m.	% share	DM m.	% share	DM m.	%
Liabilities to banks						
payable on demand	15,514	6.9	15,144	8.0	+ 370	= 2.4
time deposits	60,043	26.7	55,948	29.6	+ 4,095	= 7.3
customers' drawings on other banks	47		79	0.1	- 32	= 40.5
	<u>75,604</u>	<u>33.6</u>	<u>71,171</u>	<u>37.7</u>	<u>+ 4,433</u>	<u>= 6.2</u>
Liabilities to customers						
payable on demand	38,271	17.0	27,745	14.7	+10,526	= 37.9
time deposits	72,154	32.1	55,834	29.5	+16,320	= 29.2
savings deposits	30,703	13.6	26,379	14.0	+ 4,324	= 16.4
	<u>141,128</u>	<u>62.7</u>	<u>109,958</u>	<u>58.2</u>	<u>+31,170</u>	<u>= 28.3</u>
Bonds and notes	8,283	3.7	7,783	4.1	+ 500	= 6.4
Total funds from outside sources	<u>225,015</u>	<u>100.0</u>	<u>188,912</u>	<u>100.0</u>	<u>+36,103</u>	<u>= 19.1</u>

Customers' deposits

The bank raised the refinancing funds required for the growth of claims on customers in particular by increasing customers' deposits by DM 31.2 bn. At the end of 1990, these funds were reported at DM 141.1 bn. They include deposits of DM 13.4 bn. placed by our customers in the new federal states.

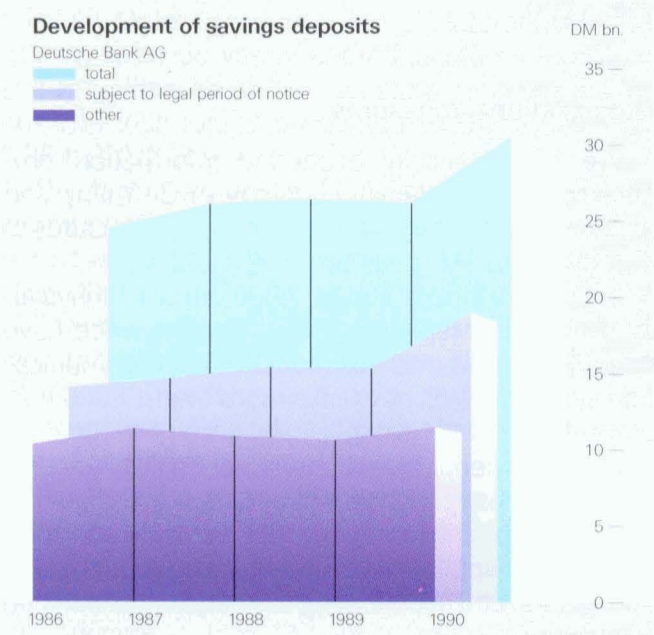
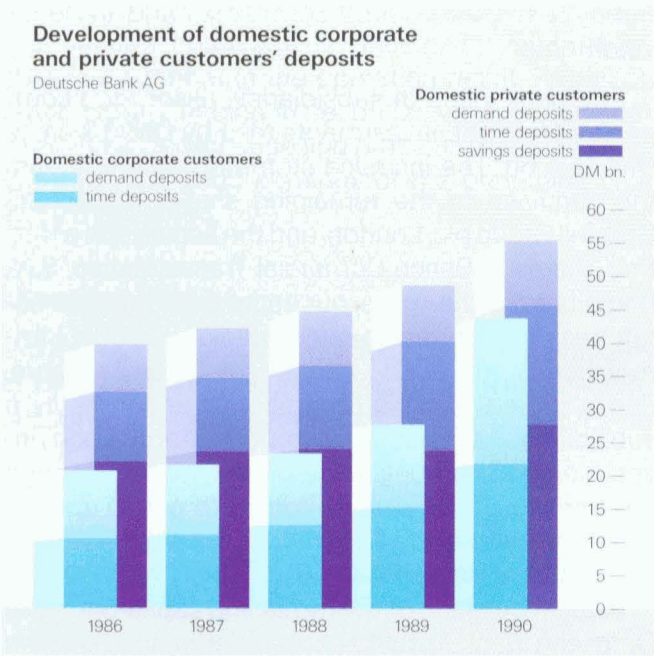
Time deposits accounted for more than 50% of the increase in customer deposits, where deposit periods of less than 3 months were favoured. Demand deposits increased by DM 10.5 bn.

The increase in savings deposits by DM 4.3 bn. to DM 30.7 bn. is largely due to our fixed-interest savings scheme. At the end of 1990, the volume of this type of saving accounted for just under one-third of total savings deposits.

The volume of bonds and notes outstanding increased to DM 8.3 bn., primarily due to the issuance of DM 600 m. of subordinated bonds with warrants for the purchase of ordinary shares of Daimler-Benz AG.

Capital and reserves

The capital increase in February 1990, the exercise of option and conversion rights and also the issue of staff shares generated equity capital totalling DM 2.1 bn. for the bank. Together with the sum of DM 618 m. transferred to revenue reserves from net income for 1990, the bank strengthened its capital and reserves by an aggregate DM 2.7 bn. to DM 15.5 bn. With the issue of a nominal DM 1.2 bn. of participatory certificates with warrants at 120% in February 1991, the bank raised a further DM 1.44 bn. This leads to liable capital pursuant to the German Banking Act of close on DM 17 bn.



## **Subsidiaries, associated companies and trade investments**

The book value of subsidiaries, associated companies and trade investments rose by DM 3.3 bn. to DM 11.4 bn. The increase stemmed primarily from the purchase of the remaining shares of Morgan Grenfell Group plc, London, and the acquisition of further shares in Banco Comercial Transatlántico, S.A., Barcelona. Furthermore, our entire domestic real estate was transferred to our subsidiary DEBEKO Immobilien GmbH & Co Grundbesitz OHG, Eschborn, and is carried as capital contribution under the item subsidiaries, associated companies and trade investments at its book value of DM 1.0 bn. Through the transfer of our special item with partial reserve character pursuant to § 6b Income Tax Act, DM 0.1 bn. of that figure was written off.

After acquisition of the remaining capital shares in Deutsche Bank-Kreditbank AG, Berlin, in 1990, the subsidiary was merged with Deutsche Bank AG at year's end.

## **Organizational measures**

We systematically expanded information processing through data technology in Germany and abroad, and also carried out a number of measures to improve security at our computer centres.

In the new federal states, 2,000 terminals have already been installed, and the new branches have been integrated into our global office communication system, which now links more than 17,000 employees.

Owing to legal provisions, functional extensions and our new organization structure, a great deal of technological adjustment work was required. Additional online applications are improving the supply of information and accelerating the handling of banking transactions.

For electronic trading in financial instruments, we established the basis for a forward-looking infrastructure in our specialist departments. Internationally, further progress was made in our efforts to launch and develop an integrated trading and settlement system for our foreign branches.

## **Income on business volume**

In the reporting period, average business volume rose 18.0%, or DM 36.4 bn., to DM 238.4 bn. The growth rate more than doubled compared to the previous year (+ 8.5%). Since the overall interest margin also widened slightly by 0.03 percentage points to 2.55%, income on business volume (net interest income) increased considerably by 19.8%, or DM 1,053.1 m., to DM 6,377.0 m.

## **Net commission income on services business**

In the reporting year, the net income from commissions and other service charges received increased by DM 253.6 m. to DM 2,353.0 m. The increase was due to considerably higher commission income in most sectors. Income from commission business in equities and investment certificates fell because of weaker turnover.

## **Staff and other operating expenses**

In 1990, staff and other operating expenses amounted to DM 5,496.2 m. Roughly 50% of the exceptionally high rise of DM 709.1 m. stemmed from the branches in the new federal states, which have been included retroactively since July 1, 1990. Furthermore, the effects of inflation brought about a considerable increase in staff and other operating expenses at our South American branches.

Adjusted for the above-mentioned special influences, the increase in staff and other operating expenses amounted to 6.4% on a comparable basis.

Staff expenses amounted to DM 3,709.0 m. The growth of DM 392.1 m. is partly due to the expenses of staffing at our new branches and also the cost of employees sent out to the new federal states to develop our business.

In the old federal states the bank incurred additional costs primarily as a result of wage settlements that took effect on November 1, 1989 and 1990. The salaries of non-tariff staff were also raised. The average number of employees - without the new branches - declined by 1.1%.

The DM 316.7 m. increase in general operating expenses for banking business was due to the necessary start-up measures and the operating costs of our branches in the new federal states. Furthermore, additional costs were incurred primarily in connection with obtaining bank premises, operating costs and the above-mentioned organizational measures.

Depreciation of and adjustments to land and buildings and office furniture and equipment amounted to DM 303.8 m.

#### **Partial operating profit excluding own-account trading**

The partial operating profit excluding own-account trading, which comprises net interest and commission income less staff and other operating expenses, amounted to DM 3,233.8 m. The increase of DM 597.6 m., or 22.7%, was largely due to the incremental income from interest business.

#### **Profits on own-account trading**

Profits on own-account trading remained considerably below the high pre-year figures owing to the decline in profits from equities trading in the second half of 1990. As in the past, the bank offset write-

downs of securities in the trading portfolio as at the balance sheet date against price gains and thus accounted for them in the operating result. Profits on own-account trading in securities were disappointing. In foreign exchange and precious metals trading, however, the good earnings of the preceding year were maintained.

#### **Operating profit**

The overall operating profit of Deutsche Bank AG in 1990 - surplus on current business including own-account trading - improved by DM 172 m., or 5.1%, to DM 3,526 m.

#### **Write-downs of and adjustments to claims and securities, and transfers to provisions for possible loan losses**

After the full offsetting of securities profits and income from written-back adjustments allowed under § 4 of the Order concerning Banks' Statements of Accounts, write-downs of and adjustments to claims and securities, as well as transfers to provisions for possible loan losses amounted to DM 1,600.5 m. (1989: DM 98.8 m.).

This higher expense reflects increased provisioning for possible loan losses in domestic and foreign business. Provisions for country risks were further strengthened.

Commitments in lending business were valued with the usual care. Appropriate adjustments and provisions were formed for all discernible risks.

Latent risks were taken into account by the formation of collective adjustments.

Owing to the decline in prices on the international stock exchanges, high write-downs of securities were necessary. All securities holdings are, as usual, valued according to the strict "lower of cost and market" principle.

In addition, there is a taxed valuation reserve pursuant to § 26a German Banking Act.

#### **Other income including income from the writing back of provisions for possible loan losses**

After the above offsetting, "Other income" amounts to DM 1,265.4 m. (1989: DM 409.1 m.). This includes the special income from the writing-back of reserves at our subsidiary Deutsche Bank Berlin AG, Berlin, in the amount of DM 851.6 m. (including imputable corporation tax).

#### **Remaining expenses**

Other expenses, shown at DM 438.5 m. (1989: DM 276.0 m.), contain depreciation of leasing equipment and allocations to provisions not relating to lending business as well the loss arising from the merger of Deutsche Bank-Kreditbank AG, Berlin, with Deutsche Bank AG amounting to DM 170.3 m.

#### **Pre-tax profit**

Pre-tax profit for 1990 declined DM 126.4 m. to DM 2,400.9 m.

Taxes on income and assets decreased by DM 367.8 m., or 24.8%, to DM 1,117.9 m. The main reasons for this were the decline in pre-tax profit and the easing of the corporation income tax burden.

Other taxes, amounting to DM 47.3 m., include company tax of DM 21.2 m.

#### **Proposed appropriation of profits**

Of the net income for the year of DM 1,235.7 m., the bank transferred DM 617.8 m. to revenue reserves. It is proposed to the shareholders that an unchanged dividend of DM 14 per share in the nominal amount of DM 50 be resolved, that is DM

617,868,650 on the share capital of DM 2,206,673,750. The new shares created by the capital increase in 1990 have full dividend entitlement for the 1990 financial year. The dividend amount is up by DM 61.2 m. = 11.0% on the previous year.

Together with imputable corporation tax of DM 7.88 per share, the total income for our domestic shareholders is DM 21.88 per DM 50 share.

#### **Outlook for 1991**

We anticipate lower rates of growth in our business volume and total credit extended in 1991. In view of our good equity base, we see favourable market prospects in international banking.

In securities business, we assume that the stock markets will recover and satisfactory profits will be achieved in our commission business in securities and also in own-account trading in securities.

We are confident that the new organizational structure, which will be implemented successively at all domestic branches of Deutsche Bank AG in the 1991 financial year, will allow us to make better use of market opportunities and, at the same time, render cost control more efficient.

We again expect a satisfactory result for the 1991 financial year.



## Report of the Supervisory Board

At the Supervisory Board meetings last year and in individual conversations, we obtained detailed information on the bank's situation and on the fundamental questions of business policy and discussed them with the Board of Managing Directors. Besides the development of the balance sheet and the profit and loss account, the matters discussed included the Group's lending business and the related risks at home and abroad, securities business and the stock market situation, the bank's capital procurement, business in the new federal states and in the international sector as well as the structure of the bank and the development of the Group.

The cyclical and monetary situation was the subject of extensive reports and discussions. We examined important individual business transactions and dealt with the matters submitted to us for approval in accordance with legal requirements or the Articles of Association. Furthermore, general and specific questions of personnel policy were discussed by the Supervisory Board.

At its meetings, the Credit Committee of the Supervisory Board discussed, with the Board of Managing Directors, loans that had to be submitted in accordance with law and the Articles of Association as well as all larger-sized loans and those entail-

ing greater risks and - where necessary - gave its approval.

KPMG Treuverkehr Aktiengesellschaft Wirtschaftsprüfungsgesellschaft, Frankfurt am Main, which was elected auditor of the annual accounts by the General Meeting, has inspected the accounting, the annual financial statements and the Management Report and given them its unqualified certificate. We agree with the results of this inspection.

Furthermore, we have examined the Annual Statement of Accounts as of December 31, 1990, the Management Report and the proposed appropriation of profits. We had no objections.

The Consolidated Statement of Accounts, the Report of the Group and the Report of the Auditor of the Consolidated Statement of Accounts have been submitted to us.

The Annual Statement of Accounts drawn up by the Board of Managing Directors has been approved by us today, and has thus been established. We agree with the proposed appropriation of profits.

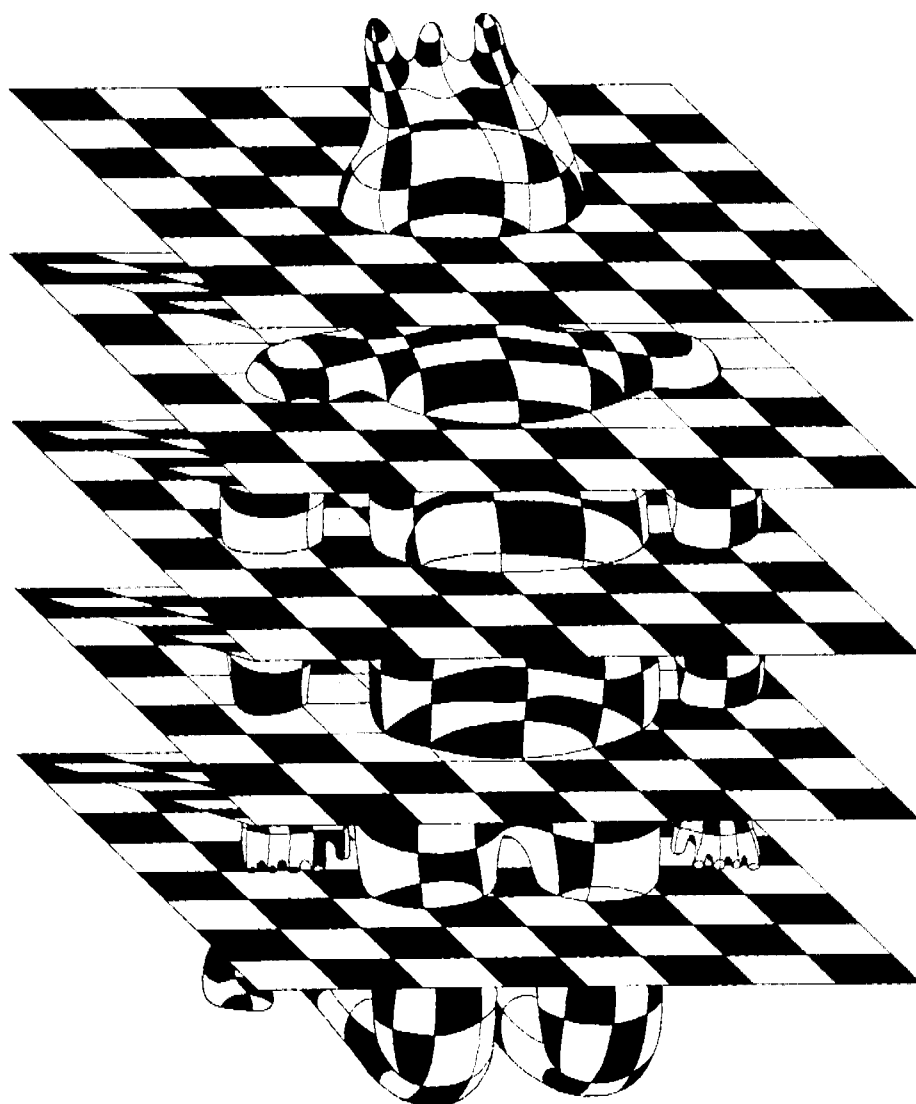
In the meeting on March 28, 1990, we appointed Dr. Ronaldo H. Schmitz Executive Vice President with effect from May 1, 1990, and full Member of the Board of Managing Directors as of February 1, 1991.

Frankfurt am Main, March 26, 1991

The Supervisory Board

A handwritten signature in black ink, appearing to read 'Schmitz', is written over a horizontal line.

Chairman



**Assets**

# Deutsche Bank Aktiengesellschaft

	DM	DM	31. 12. 1989 in DM 1,000
Cash on hand . . . . .		1,431,654,669	800,806
Balance with Deutsche Bundesbank . . . . .		4,024,423,816	5,825,503
Balances on postal giro accounts . . . . .		15,843,848	6,447
Cheques, matured bonds, interest and dividend coupons, items received for collection . . . . .		307,038,600	430,125
Bills of exchange . . . . .		1,829,419,990	1,568,075
including:			
a) rediscountable at Deutsche Bundesbank . . . . . DM	968,246,664		
b) own drawings . . . . . DM	47,109,738		
Claims on banks . . . . .			
a) payable on demand . . . . .	16,802,411,963		15,524,112
b) with original periods or periods of notice of . . . . .			
ba) less than three months . . . . .	24,924,282,706		16,494,096
bb) at least three months, but less than four years . . . . .	29,882,304,605		24,148,253
bc) four years or more . . . . .	<u>6,778,056,151</u>		<u>5,774,787</u>
		78,387,055,425	61,941,248
Treasury bills and discountable Treasury notes . . . . .			
a) of the Federal and Länder Governments . . . . .	114,659,930		472,727
b) of other issuers . . . . .	<u>1,782,366,193</u>		<u>1,963,376</u>
		1,897,026,123	2,436,103
Bonds and notes . . . . .			
a) with a life of up to four years . . . . .			
aa) of the Federal und Länder Governments . . . . . DM	77,232,711		
ab) of banks . . . . . DM	2,325,346,860		
ac) of other issuers . . . . . DM	<u>363,360,363</u>	2,765,939,934	2,011,716
including:			
eligible as collateral for Deutsche Bundesbank advances . . . . . DM	1,347,991,452		
b) with a life of more than four years . . . . .			
ba) of the Federal and Länder Governments . . . . . DM	2,869,328,464		
bb) of banks . . . . . DM	1,651,681,955		
bc) of other issuers . . . . . DM	<u>1,023,220,776</u>	<u>5,544,231,195</u>	<u>5,840,573</u>
including:			
eligible as collateral for Deutsche Bundesbank advances . . . . . DM	3,975,504,435	8,310,171,129	7,852,289
Securities not to be shown elsewhere . . . . .			
a) shares marketable on a stock exchange and investment fund certificates . . . . .	6,185,087,612		5,634,967
b) other . . . . .	<u>174,249,012</u>		<u>78,766</u>
including: holdings of more than one tenth of the shares of a joint stock corporation or a mining company, unless shown as Subsidiaries, associated companies and trade investments . . . . . DM	636,628,335	6,359,336,624	5,713,733
Claims on customers with original periods or periods of notice of . . . . .			
a) less than four years . . . . .	72,179,196,171		54,310,425
b) four years or more . . . . .	<u>66,691,718,247</u>		<u>62,661,263</u>
		138,870,914,418	116,971,688
including:			
ba) secured by mortgages on real estate . . . . . DM	12,473,698,638		
bb) communal loans . . . . . DM	1,568,481,704		
due in less than four years . . . . . DM	30,724,182,000		
Recovery claims on Federal and Länder authorities under Currency Reform Acts . . . . .		108,743,892	128,502
Loans on a trust basis at third party risk . . . . .		349,105,698	403,383
Subsidiaries, associated companies and trade investments . . . . .		11,413,623,225	8,086,774
including: investments in banks . . . . . DM	7,572,604,665		
Land and buildings . . . . .		163,894,543	1,130,260
Office furniture and equipment . . . . .		714,258,497	611,200
Own bonds and notes . . . . .		80,696,442	51,586
nominal amount . . . . . DM	78,333,250		
Other assets . . . . .		827,278,241	588,594
Deferred items . . . . .			
a) difference in accordance with Section 250 (3) of the Commercial Code . . . . .	141,565,856		126,029
b) other deferred items . . . . .	<u>141,085,625</u>		<u>76,547</u>
		282,651,481	202,576
<b>Total Assets</b>		<b>255,373,136,661</b>	<b>214,748,892</b>
Total Assets and the recourse claims from the contingent liabilities shown below the line on the liabilities side include:			
a) claims on related companies . . . . .		32,890,315,181	19,914,035
b) claims arising from loans falling under Section 15 (1) 1-6 and (2) of the Banking Act, unless included under a) . . . . .		753,733,208	705,703

## Liabilities

	DM	DM	DM	31. 12. 1989 in DM 1,000
<b>Liabilities to banks</b>				
a) payable on demand		15,514,477,419		15,143,417
b) with original periods or periods of notice of				
ba) less than three months	9,675,708,080			
bb) at least three months, but less than four years	18,088,748,825			
bc) four years or more	<u>32,278,503,146</u>	60,042,960,051		55,947,975
including: due in less than four years	DM 22,368,923,000			
c) customers' drawings on other banks		<u>47,046,778</u>		79,270
			75,604,484,248	71,170,662
<b>Liabilities to customers</b>				
a) payable on demand		38,270,948,620		27,745,332
b) with original periods or periods of notice of				
ba) less than three months	41,431,741,116			
bb) at least three months, but less than four years	15,540,164,516			
bc) four years or more	<u>15,182,053,397</u>	72,153,959,029		55,833,762
including: due in less than four years	DM 12,389,078,000			
c) savings deposits				
ca) subject to legal period of notice	19,182,542,108			
cb) other	<u>11,520,093,515</u>	<u>30,702,635,623</u>		26,378,469
			141,127,543,272	109,957,563
<b>Bonds and notes with a life of</b>				
a) up to four years		243,500		264
b) more than four years		<u>8,282,584,280</u>		7,783,231
including: maturing in less than four years	DM 6,441,162,634		8,282,827,780	7,783,495
<b>Own acceptances and promissory notes outstanding</b>			5,010,522,321	3,688,925
<b>Loans on a trust basis at third party risk</b>			349,105,698	403,383
<b>Provisions</b>				
a) for pensions		2,417,815,004		2,232,062
b) other		<u>5,159,995,982</u>		4,786,812
			7,577,810,986	7,018,874
<b>Other liabilities</b>			269,039,448	218,079
<b>Franz Urbig- und Oscar Schlitter-Stiftung</b>				
<b>Endowment assets</b>		7,073,281		7,014
<b>less investments in securities</b>		<u>6,997,559</u>		6,998
			75,722	16
<b>Deferred items</b>			972,106,123	922,019
<b>Special items with partial reserve character</b>				
a) in accordance with the Tax Act regarding Developing Countries		121,634		1,436
b) in accordance with Section 6b of the Income Tax Act		—		93,059
c) in accordance with Section 3 of the Foreign Investment Act		1,340,000		14,363
d) in accordance with the administrative regulations on the cancellation of general provisions for possible loan losses and loan discountings		<u>21,991,000</u>		123,482
			23,452,634	232,340
<b>Subscribed capital (bearer shares)</b>			2,206,673,750	1,988,224
<b>Conditional capital DM 513,237,450</b>				
<b>Capital reserve</b>		7,445,228,249		
Allocations in accordance with Section 272 (2) of the Commercial Code		<u>1,905,216,857</u>	9,350,445,106	7,445,228
<b>Revenue reserves</b>				
a) legal reserve		25,000,000		25,000
b) other revenue reserves	3,338,380,923			
Allocation from Net income for the year	<u>617,800,000</u>	<u>3,956,180,923</u>		3,338,381
			3,981,180,923	3,363,381
<b>Distributable profit</b>			617,868,650	556,703
<b>Total Liabilities</b>			255,373,136,661	214,748,892
<b>Own drawings in circulation</b>			96,617,374	69,725
including: those discounted for borrowers' account	DM 82,720,527			
<b>Endorsement liabilities on rediscounted bills of exchange</b>			5,178,300,130	4,743,634
<b>Contingent liabilities from guarantees, including guarantees for bills and cheques, and from indemnity agreements (cf. also the Notes to the Annual Statement of Accounts)</b>			32,396,162,261	27,489,994
<b>Commitments (not to be shown under liabilities) from the sale of assets subject to repurchase agreements</b>			—	—
<b>Total Liabilities, together with contingent liabilities and other commitments shown below the line, include liabilities to related companies of</b>			36,567,283,103	30,902,835

## Expenses

# Deutsche Bank Aktiengesellschaft

	DM	DM	1989 in DM 1,000
Interest and similar expenses		12,545,161,420	9,677,563
Commissions and similar service charges paid		128,206,942	123,430
Write-downs of and adjustments to claims and securities, transfers to provisions for possible loan losses		1,600,491,450	98,809
Salaries and wages		2,787,719,767	2,495,504
Compulsory social security contributions		399,327,592	362,249
Expenses for pensions and other employee benefits		521,959,450	459,123
General operating expenses		1,483,431,392	1,166,732
Depreciation of and adjustments to land and buildings and office furniture and equipment		303,815,225	433,475
Write-downs of and adjustments to subsidiaries, associated companies and trade investments		205,728,706	3,942
Taxes			
a) on income and assets	DM 1,138,510,866		
less taxes debited to "single-entity companies"	DM 20,595,672		
b) other			
	1,117,915,194		1,485,721
	<u>47,270,419</u>		<u>34,936</u>
		1,165,185,613	1,520,657
Expenses from assumption of loss		124,998,527	146,744
Allocations to Special items with partial reserve character		25,785,786	114,889
Other expenses		438,430,630	275,979
Net income for the year		1,235,668,650	1,006,703
<b>Total Expenses</b>		<b>22,965,911,150</b>	<b>17,885,799</b>

Net income for the year .....  
 Allocations to revenue reserves .....  
     a) legal reserve .....  
     b) other revenue reserves .....  
 Distributable profit .....

Income

	DM	DM	1989 in DM 1,000
Interest and similar income from lending and money market transactions		17,376,355,559	13,654,100
Current income from			
a) fixed-income securities and Government-inscribed debt	449,092,006		489,171
b) other securities	310,753,829		216,886
c) subsidiaries, associated companies and trade investments	<u>762,702,494</u>		625,887
		1,522,548,329	1,331,944
Commissions and other service charges received		2,481,258,044	2,222,832
Other income, including income from the writing back of provisions for possible loan losses		1,265,393,633	409,115
incl. special income of DM 851,562,500 from the writing back of reserves at a subsidiary			
Income from profit-pooling, profit-transfer and partial profit-transfer agreements		23,220,977	15,423
Income from the writing back of provisions, unless it has to be shown under "Other income"		62,461,215	40,757
Income from the writing back of special items with partial reserve character		234,673,393	211,628
<b>Total Income</b>		<b>22,965,911,150</b>	<b>17,885,799</b>

	DM	DM	1989 DM
		1,235,668,650	1,006,702,734
—			—
617,800,000	617,800,000		450,000,000
	617,868,650		556,702,734

## Figures from the Balance Sheet of Deutsche Bank AG \*)

- Amounts in DM millions -

Balance Sheet	End of	1990	1989	1988	1987	1986	1985	1984
<b>Assets</b>								
Cash reserve		5,472	6,633	4,145	7,547	6,231	7,266	5,940
Bills of exchange		1,829	1,568	1,956	1,785	1,784	1,812	2,050
Claims on banks		78,387	61,941	56,140	44,662	46,098	41,000	43,186
Treasury bills and discountable Treasury notes		1,897	2,436	2,381	2,287	2,139	1,866	1,111
Bonds and notes		8,310	7,852	8,544	7,549	9,773	10,183	10,765
Securities not to be shown elsewhere		6,359	5,714	4,730	5,086	4,637	2,711	3,080
Claims on customers		138,871	116,972	103,817	86,669	79,690	69,556	65,721
short and medium-term		72,179	54,311	48,289	39,402	38,978	36,091	38,241
long-term (four years or more)		66,692	62,661	55,528	47,267	40,712	33,465	27,480
Loans on a trust basis at third party risk		349	403	885	178	173	154	218
Subsidiaries, associated companies and trade investments		11,414	8,087	6,360	6,430	6,453	4,567	2,692
Land and buildings		164	1,130	1,106	1,039	912	862	816
Office furniture and equipment		714	611	658	656	641	558	415
Other assets		827	589	680	768	746	671	1,434
Remaining assets		780	813	605	542	651	699	460
<b>Balance Sheet Total</b>		<b>255,373</b>	<b>214,749</b>	<b>192,007</b>	<b>165,198</b>	<b>159,928</b>	<b>141,905</b>	<b>137,888</b>
<b>Liabilities</b>								
Liabilities to banks		75,604	71,171	65,728	55,027	52,360	44,149	45,899
including: time deposits		60,043	56,027	52,602	44,996	39,862	32,437	35,331
Liabilities to customers		141,128	109,958	94,790	82,245	82,420	76,687	73,599
including: time deposits		72,154	55,834	43,855	34,160	36,164	34,593	33,100
savings deposits		30,703	26,379	26,636	26,266	24,551	21,582	20,656
Bonds and notes		8,283	7,783	7,696	7,305	5,561	3,407	2,553
Own acceptances and promissory notes outstanding		5,011	3,689	4,060	2,815	2,571	2,017	2,122
Provisions		7,578	7,019	6,820	6,210	6,831	6,190	5,615
for pensions		2,418	2,232	2,075	1,921	1,790	1,678	1,569
other		5,160	4,787	4,745	4,289	5,041	4,512	4,046
Capital and reserves		15,538	12,796	10,176	9,776	8,282	7,745	6,235
Subscribed capital		2,207	1,988	1,773	1,773	1,624	1,599	1,469
Capital reserve		9,350	7,445	5,490	5,490	4,145	3,904	2,903
Revenue reserves		3,981	3,363	2,913	2,513	2,513	2,242	1,863
Remaining liabilities		1,613	1,776	2,312	1,395	1,351	1,326	1,512
Distributable profit		618	557	425	425	552	384	353
<b>Balance Sheet Total</b>		<b>255,373</b>	<b>214,749</b>	<b>192,007</b>	<b>165,198</b>	<b>159,928</b>	<b>141,905</b>	<b>137,888</b>
Own drawings in circulation (discounted)		83	51	49	19	18	12	10
Endorsement liabilities		5,178	4,744	4,011	3,506	4,148	4,914	5,520
<b>Business Volume</b>		<b>260,634</b>	<b>219,544</b>	<b>196,067</b>	<b>168,723</b>	<b>164,094</b>	<b>146,831</b>	<b>143,418</b>
Contingent liabilities from guarantees, etc.		32,396	27,490	25,962	21,023	18,940	19,817	21,039

## Figures from the Profit and Loss Account of Deutsche Bank AG \*)

	for the year	1990	1989	1988	1987	1986	1985	1984
Income on business volume (net interest income)		6,377	5,324	4,794	4,366	5,465	4,317	4,217
Income on service business <sup>1)</sup> (net commission income)		2,353	2,099	1,923	1,765	1,581	1,394	1,167
Staff and other operating expenses		5,496	4,787	4,694	4,379	4,264	3,809	3,545
Taxes		1,165	1,521	1,429	547	1,243	1,324	937
Net income for the year		1,236	1,007	825	425	824	762	503
Allocations to revenue reserves		618	450	400	-	272	378	150
Distributable profit		618	557	425	425	552	384	353
Dividend in DM per share or in %		14.—	14.—	12.—	12.—	12.—	12.—	12.—
+ bonus						5.—		
plus tax credit for shareholders with unlimited domestic tax liability		(7.88)	(7.88)	(6.75)	(6.75)	(9.56)	(6.75)	(6.75)
<b>Number of staff at year's end</b>		<b>52,271</b>	<b>43,845</b>	<b>45,274</b>	<b>43,951</b>	<b>42,928</b>	<b>41,674</b>	<b>41,126</b>

\*) Not part of the Annual Statement of Accounts <sup>1)</sup> Figures up to 1986 not entirely comparable owing to change in reporting of re-allowances

1983	1982	1981	1980	1979	1975	1970	1960	1956	1. 1. 1952
5,235	5,455	6,679	7,524	9,722	4,735	2,763	1,388	699	417
2,119	1,994	2,462	2,939	2,359	6,279	4,095	2,109	1,897	598
31,598	34,608	34,246	26,165	26,261	13,274	4,303	983	686	347
1,189	1,144	614	612	524	147	408	482	54	64
9,436	7,709	6,569	6,374	4,949	2,027	1,482	557	333	3
2,739	2,327	2,249	2,158	2,005	1,530	1,325	706	352	60
59,409	56,572	56,089	52,874	47,710	25,002	14,785	4,128	2,805	1,690
35,939	34,655	31,161	26,995	23,326	14,859	8,893	3,696	2,396	1,458
23,470	21,917	24,928	25,879	24,384	10,143	5,892	432	409	232
207	212	227	233	238	72	52	65	87	46
2,507	2,048	1,829	1,681	1,554	1,173	534	80	54	9
784	765	731	757	759	643	345	154	118	61
324	308	293	276	269	191	101	—	—	20
1,424	1,341	1,471	1,760	1,348	891	462	10	33	1
813	1,013	1,014	893	1,079	875	777	560	503	442
117,784	115,496	114,473	104,246	98,777	56,839	31,432	11,222	7,621	3,758
38,226	37,396	35,732	34,016	32,708	13,401	6,776	1,744	1,810	589
29,411	28,621	27,153	26,752	26,392	8,324	3,618	692	1,149	391
64,425	63,080	64,698	57,157	53,264	37,395	22,397	8,475	5,092	2,652
27,130	26,614	30,654	23,296	20,411	9,123	7,331	2,551	1,652	731
20,934	21,114	20,353	19,628	18,912	16,613	8,187	2,200	964	197
1,545	2,659	3,081	3,635	4,725	1,220	—	—	—	—
1,662	1,395	1,382	1,133	585	21	70	51	15	119
4,382	3,618	2,867	2,292	1,959	1,131	522	281	209	188
1,453	1,291	1,269	1,148	1,038	742	364	146	127	76
2,929	2,327	1,598	1,144	921	389	158	135	82	112
5,518	5,374	4,873	4,398	4,278	3,000	1,360	550	350	141
1,356	1,356	1,232	1,114	1,114	900	480	250	200	100
2,449	2,448	2,075	1,720	1,720	1,076	161	41	41	39
1,713	1,570	1,566	1,564	1,444	1,024	719	259	109	2
1,701	1,676	1,599	1,392	1,064	491	221	81	120	69
325	298	241	223	194	180	86	40	25	—
117,784	115,496	114,473	104,246	98,777	56,839	31,432	11,222	7,621	3,758
13	49	73	31	7	—	—	—	—	—
4,960	4,525	3,604	3,165	2,231	125	640	167	317	794
122,757	120,070	118,150	107,442	101,015	56,964	32,072	11,389	7,938	4,552
21,005	21,013	21,182	18,245	16,307	11,927	4,185	1,473	816	461
1983	1982	1981	1980	1979	1975	1970	1960	1956	1952
4,146	3,810	3,412	2,812	2,385	1,697	901			
1,076	941	892	807	698	515	249			
3,316	3,076	2,868	2,687	2,398	1,647	884			
940	757	553	482	448	279	96			
469	302	242	343	284	281	116	90	50	
144	4	1	120	90	101	30	50	25	
325	298	241	223	194	180	86	40	25	
12.—	11.—	10.—	10.—	9.—	10.—	9.—	16%	12%	
(6.75)	(6.19)	(5.63)	(5.63)	(5.06)					
40,570	40,325	39,836	39,242	39,081	35,994	33,070	19,106	16,597	12,080

## Growth of Capital and Reserves\*)

Deutsche Bank AG



	Subscribed capital DM	Capital reserve DM	Revenue reserves DM	Capital and reserves DM
January 1, 1952 (opening balance sheet)	100,000,000	39,118,794	1,381,206	140,500,000
Capital increase: 1955 (1 for 2 at par)	50,000,000			50,000,000
Capital increase: 1956 (1 for 3 at par)	50,000,000			50,000,000
Allocations from net income 1952-1956 and from the Conversion Account		1,500,000	108,000,000	109,500,000
December 31, 1956	200,000,000	40,618,794	109,381,206	350,000,000
Capital increase: 1958 (1 for 4 at par)	50,000,000			50,000,000
Capital increase: 1961 (1 for 5 at par)	50,000,000			50,000,000
Capital increase: 1965 (1 for 6 at par)	50,000,000			50,000,000
Capital increase: 1966 (1 for 7 at par)	50,000,000			50,000,000
Capital increase: 1968 (1 for 5 at DM 125 per share of DM 50)	80,000,000	120,000,000		200,000,000
Capital increase: 1971 (1 for 6 at DM 140 per share of DM 50)	80,000,000	144,000,000		224,000,000
Capital increase: 1972 (1 for 7 at DM 150 per share of DM 50)	80,000,000	160,000,000		240,000,000
Capital increase: 1973 (1 for 8 at DM 150 per share of DM 50)	80,000,000	160,000,000		240,000,000
Capital increase: 1975 (1 for 4 at DM 175 per share of DM 50)	180,000,000	450,000,000		630,000,000
Capital increase: 1977 (1 for 15 at DM 200 per share of DM 50)	60,000,000	180,000,000		240,000,000
Capital increase: 1978 (1 for 12 at DM 200 per share of DM 50) and exercise of option rights	80,132,900	240,427,359		320,560,259
Capital increase: 1979 (1 for 15 at DM 200 per share of DM 50)	74,000,000	223,249,108		297,249,108
Capital increase: 1980 by exercise of option rights	1,000	3,334		4,334
Capital increase: 1981 (1 for 10 at DM 200 per share of DM 50)	118,000,000	355,649,340		473,649,340
Capital increase: 1982 (1 for 10 at DM 200 per share of DM 50)	124,000,000	373,372,489		497,372,489
Capital increase: 1984 (1 for 12 at DM 250 per share of DM 50) and sale of convertible bonds not subscribed	113,011,200	454,224,326		567,235,526
Allocations from net income 1957-1984		1,147,563	1,760,270,307 <sup>1)</sup>	1,761,417,870
Withdrawals for own shares 1983			— 6,270,590	— 6,270,590
December 31, 1984	1,469,145,100	2,902,692,313	1,863,380,923	6,235,218,336
Capital increase: 1985 (1 for 15 at DM 450 per share of DM 50) and exercise of option rights	129,917,800	1,001,497,382		1,131,415,182
Allocation from net income 1985			350,000,000	350,000,000
Allocation from net income 1985 for own shares			28,247,500	28,247,500
December 31, 1985	1,599,062,900	3,904,189,695	2,241,628,423	7,744,881,018
Premium from bonds with warrants issued by DB Finance N.V., Curaçao, in 1986		142,000,000		142,000,000
Capital increase: 1986 by exercise of option rights and sale of shares not subscribed from the capital increase in 1985	24,301,950	98,646,904		122,948,854
Withdrawals for own shares			— 28,247,500	— 28,247,500
Allocation from net income 1986 (after withdrawals for own shares)			300,000,000	300,000,000
December 31, 1986	1,623,364,850	4,144,836,599	2,513,380,923	8,281,582,372
Capital increase: 1987 (1 for 15 at DM 450 per share of DM 50) and exercise of option rights plus sale of shares not subscribed from the capital increase	149,266,450	1,104,957,225		1,254,223,675
Premium from bonds with warrants issued by DB Finance N.V., Curaçao, in 1987		240,647,600		240,647,600
December 31, 1987	1,772,631,300	5,490,441,424	2,513,380,923	9,776,453,647
Capital increase: 1988 by exercise of option rights	5,000	27,133		32,133
Allocation from net income 1988			400,000,000	400,000,000
December 31, 1988	1,772,636,300	5,490,468,557	2,913,380,923	10,176,485,780
Capital increase: 1989 (1 for 15 at DM 450 per share of DM 50) and exercise of option rights plus sale of shares not subscribed from the capital increase	149,087,750	1,175,794,692		1,324,882,442
Capital increase: 1989 (issue of staff shares)	6,500,000	63,765,000		70,265,000
Capital increase: 1989 (placement of shares in Japan at issue price of DM 646 per share of DM 50)	60,000,000	715,200,000		775,200,000
Allocation from net income 1989			450,000,000	450,000,000
December 31, 1989	1,988,224,050	7,445,228,249	3,363,380,923	12,796,833,222
Capital increase: 1980 (1 for 17 at DM 600 per share of DM 50) and ex- ercise of option and conversion rights plus sale of shares not sub- scribed from the capital increase	213,449,700	1,830,416,857		2,043,866,557
Capital increase: 1990 (issue of staff shares)	5,000,000	74,800,000		79,800,000
Allocation from net income 1990			617,800,000	617,800,000
December 31, 1990	2,206,673,750	9,350,445,106 <sup>2)</sup>	3,981,180,923	15,538,299,779

<sup>1)</sup> included therein: Reserve for own shares DM 6,270,590; <sup>2)</sup> included therein: Allocations from the Conversion Account DM 41,766,357

\*) does not form part of the annual statement of accounts

## Notes to the Annual Statement of Accounts

*Comparative figures for the previous year have not been given for some subdivisions of balance sheet*

*and profit and loss account items for reasons of clarity.*

### Development of subsidiaries, associated companies and trade investments, fixed and intangible assets

	31. 12. 1989 DM m.	Additions DM m.	Disposals DM m.	Write-downs, depreciation DM m.	31. 12. 1990 DM m.
Subsidiaries, associated companies and trade investments . . . . .	8,086.8	4,926.7	1,394.2	205.7	11,413.6
Land and buildings . . . . .	1,130.3	102.7	1,034.5	34.6	163.9
Office furniture and equipment . . . . .	611.2	374.3	2.0	269.2	714.3
Intangible assets . . . . .	26.1	17.4	-	9.8	33.7

The shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 Commercial Code form part, as a separate list, of the Notes to the Annual Statement of Accounts and are printed on pages 78 to 85 of the Annual Report.

The additions of DM 102.7 m. to land and buildings include DM 78.6 m. in building costs for new construction and conversions for which capitalization is compulsory, and DM 24.1 m. for land purchases, of which DM 2.8 m. was for downpayments and DM 9.7 m. relates to purchases to save mortgage rights. DM 1,012.1 m. of the DM 1,034.5 m. in disposals relate to the transfer of the bank's domestic real estate to DEBEKO Immobilien GmbH & Co Grundbesitz OHG, Eschborn. Transfer was effected at book values and with all undisclosed reserves maintained in full.

#### Own shares

In the course of 1990, we and companies related to us bought and resold 8,943,172 Deutsche Bank shares of par value DM 50 each at current market prices pursuant to § 71 (1) 1 Joint Stock Corporation Act to protect the efficiency of the market in our shares. The average purchase price was DM 753.45;

the average selling price was DM 752.84. The short-fall went into operating profit.

The shares of our bank bought and sold during 1990 correspond to 20.26% of our share capital. The largest holding on any one day was 0.64% and the average daily holding 0.17% of our share capital.

At the end of 1990, neither we nor any of our related companies held shares of the bank.

As of 31. 12. 1990, 123,754 Deutsche Bank shares of par value DM 50 each, representing 0.28% of our share capital, were pledged to the bank and its related companies as security for loans.

#### Capital and reserves

On 31. 12. 1990, subscribed capital (bearer shares) came to DM 2,206,673,750. It is divided into:

300,000 shares in the nominal amount of DM 1,000	
500,000 shares in the nominal amount of DM 100	
37,133,475 shares in the nominal amount of DM 50.	

The authorization resolved at the General Meeting on May 11, 1988 to increase the share capital by April 30, 1993, with the consent of the Supervisory Board,

by up to an aggregate DM 500,000,000, granting the shareholders pre-emptive rights, was utilized in February 1990 with a further partial amount of DM 138,000,000. The new shares were offered to the shareholders for subscription with full dividend entitlement for the 1990 financial year in the ratio of 1 for 17 at a price of DM 600 per DM 50 share.

In addition, the capital of DM 75,000,000 authorized at the General Meeting on May 14, 1987, excluding shareholders' pre-emptive rights and limited until April 30, 1992, was utilized with an amount of DM 5,000,000 after the Supervisory Board had given its consent. This partial amount related to the issue of staff shares, which were offered at a preferential price of DM 391 per DM 50 share.

Subsequent to this, there was aggregate authorized capital on 31. 12. 1990 of DM 223,500,000.

The convertible bonds included in the balance sheet item "Bonds and notes" decreased by DM 352,150,500 in 1990 owing to the exercise of conversion rights to DM 397,849,500. This reduced the capital earmarked for this purpose by DM 70,430,100 to DM 79,569,900. The remaining convertible bonds can be exchanged up to 15. 12. 1994 at a conversion price of DM 250 per DM 50 share. They are divided up into 29,886 bonds of par value DM 10,000, 78,992 bonds of par value DM 1,000 and 79,990 bonds of par value DM 250.

The bonds with stock warrants listed below were issued through our subsidiaries Deutsche Bank Luxembourg S.A., Luxembourg, and Deutsche Bank Finance N.V., Curaçao; the attached warrants entitle the holder to subscribe to Deutsche Bank shares. For this purpose, there was conditional capital at the end of 1990 in the amount of DM 193,667,550, which was an aggregate DM 5,019,600 lower compared with 31. 12. 1989 owing to exercise of option rights.

#### The following bonds with warrants were in circulation on 31. 12. 1990:

3 ¼% and 6 ½% bonds with warrants of 1983, issued by Deutsche Bank Luxembourg S.A., Luxembourg, in the amount of DM 240,000,000 and U.S.\$ 100,000,000 respectively; warrants are attached to each DM 1,000 bond and each U.S.\$ 1,000 bond, entitling the bearer to subscribe for 3 or 7 Deutsche Bank shares respectively at a subscription price of DM 321.33 per DM 50 share. The subscription period ends on 18. 6. 1991; in 1990, 100,392 Deutsche Bank shares = DM 5,019,600 (nominal) were acquired pursuant to subscription rights.

6 ½% bonds with warrants of 1986, issued by Deutsche Bank Finance N.V., Curaçao, in the amount of DM 710,000,000; 2 warrants are attached to each DM 5,000 bond, entitling the bearer to subscribe for 1 and 6 Deutsche Bank shares at a subscription price of DM 793 per DM 50 share. The subscription period ends on 28. 2. 1996.

5 % and 4 ½% bonds with warrants of 1987, issued by Deutsche Bank Finance N.V., Curaçao, in the amount of DM 750,000,000 and SF 200,000,000 respectively; warrants are attached to each DM 5,000 bond and each SF 5,000 bond, entitling the bearer to subscribe for 9 Deutsche Bank shares at a subscription price of DM 680 per DM 50 share. The subscription period ends on 15. 12. 1992.

The bonds with warrants issued by Deutsche Bank Finance N.V., Curaçao, have been taken over by Deutsche Bank Finance (Netherlands) B.V., Amsterdam, under a borrower substitution agreement.

In addition, there is conditional capital of DM 240,000,000 in connection with an authorization, valid until April 30, 1993, to issue bonds with stock warrants or participatory certificates of up to a total of DM 1,200,000,000.

On 31. 12. 1990, total conditional capital came to DM 513,237,450.

As of 31. 12. 1990, capital and reserves were made up as follows:

Subscribed capital	DM	2,206,673,750
Capital reserve	DM	9,350,445,106
Revenue reserves		
a) legal reserve	DM	25,000,000
b) other revenue reserves	DM	3,956,180,923
<i>Total capital and reserves</i>	DM	<u>15,538,299,779</u>

The authorization to issue participatory certificates was utilized fully in February 1991 in the amount of DM 1,200,000,000 at 120%. In this way, DM 1,200,000,000 in participatory capital and also

DM 240,000,000 in capital reserve accrued to the bank. This led to liable capital pursuant to the German Banking Act of DM 16,978 m.

### **Liabilities not shown in the balance sheet**

For those banks and associated companies reported in the list contained in this Annual Report of "Shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 CommC" as being covered by the declaration of backing, we ensure, except in the case of political risk, that they are able to meet their liabilities.

Liabilities for possible calls on not fully paid-up shares in public and private limited companies and on other shares amounted to DM 137 m. at the end of 1990. There were joint liabilities pursuant to § 24 GmbH Act totalling DM 48 m. Where we have other joint liabilities, the standing of the co-shareholders is beyond doubt in all cases.

There is an obligation arising out of our holding in Liquiditäts-Konsortialbank GmbH, Frankfurt am Main, to pay further capital of up to DM 59 m. and a proportional contingent liability to fulfil the capital obligations of other shareholders who are also members of the Bundesverband deutscher Banken e. V., Cologne. The obligations relating to other shares came to DM 2 m. on 31. 12. 1990.

Pursuant to § 5(10) of the Statute of the Deposit Insurance Fund, we have undertaken to indemnify the Bundesverband deutscher Banken e. V., Cologne, for any losses that might be incurred through measures in favour of banks in which we have a majority stake.

As part of the open market business offered by Deutsche Bundesbank, securities in the amount of DM 610 m. were deposited on 31. 12. 1990.

At the end of 1990, assets of DM 127 m. were tied up in connection with the loans raised.

Legal stipulations required the provision of security amounting to DM 190 m. for the business activities of our foreign branches.

Securities in the value of DM 250 m. serve as collateral for securities lending operations and for deals on the German Futures and Options Exchange.

### **Emoluments of Board of Managing Directors, Supervisory Board, Advisory Board and Advisory Councils**

The total emoluments of the Board of Managing Directors in 1990 amounted to DM 17,550,603.96. Former members of the Board of Managing Directors of Deutsche Bank AG or their surviving dependants received DM 8,241,775.85. In addition to a fixed payment of DM 294,120, the Supervisory Board received dividend-related emoluments amounting to DM 1,368,000. The Advisory Board was paid DM 465,120 and members of the Regional Advisory Councils received DM 3,633,240.

Provisions for pension commitments to former members of the Board of Managing Directors or their surviving dependants total DM 56,227,736.

The members of the Supervisory Board and the Board of Managing Directors of Deutsche Bank AG are listed on pages 10 and 13.

### **Average number of staff during the year**

The average number of staff employed during the financial year was 43,687 (previous year: 39,964), of whom 22,762 were women. There were 3,940 members of staff working abroad.

Frankfurt am Main, March 5, 1991

The Board of Managing Directors

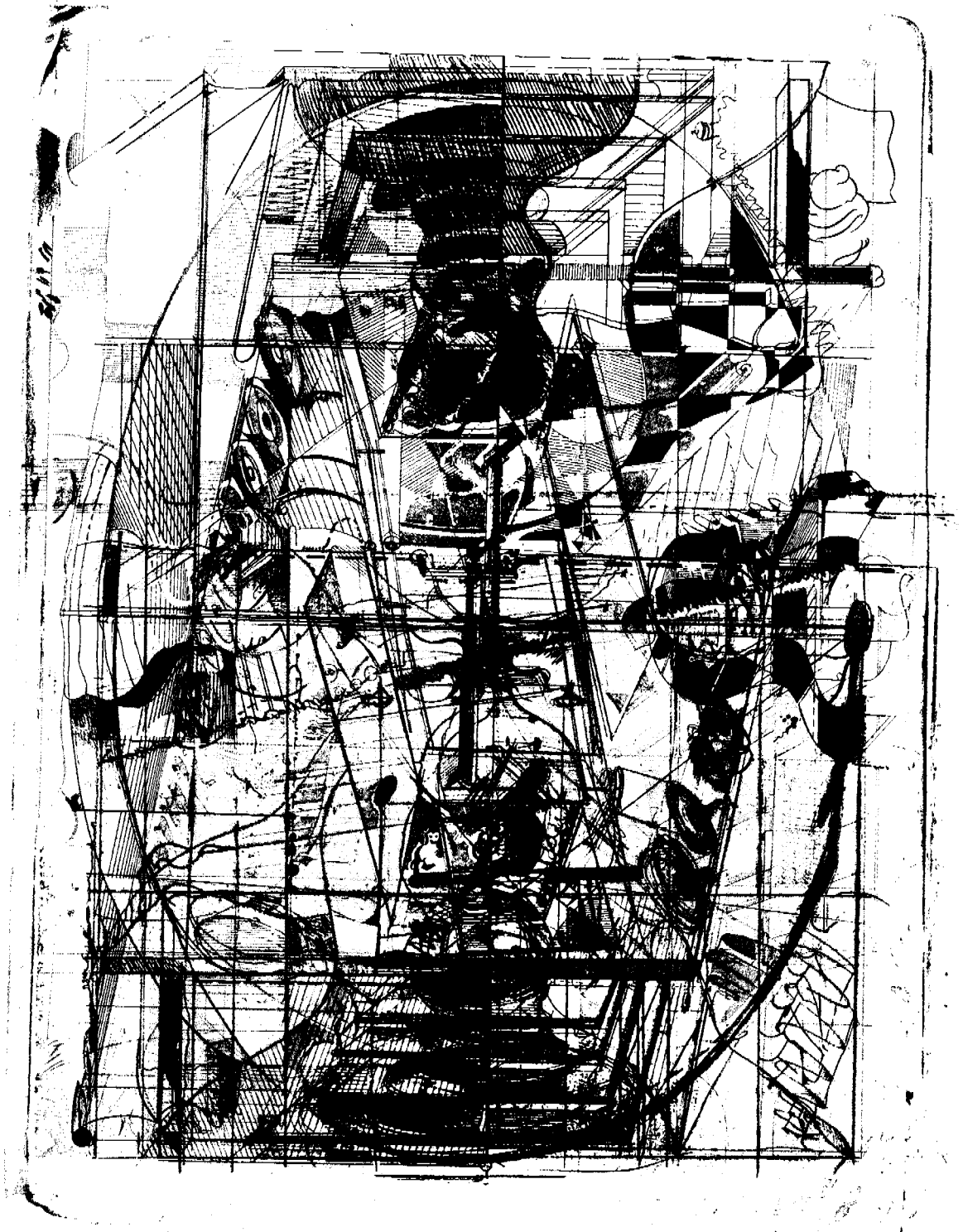
### Auditor's certificate

The accounting and the annual financial statements, which we have audited in accordance with professional standards, comply with the German legal provisions and the Articles of Association. With due regard to the generally accepted accounting

principles the annual financial statements give a true and fair view of the company's assets, liabilities, financial position and profit or loss. The Management Report is consistent with the annual financial statements.

Frankfurt am Main, March 14, 1991

KPMG TREUVERKEHR  
Aktiengesellschaft  
Wirtschaftsprüfungsgesellschaft  
*Fandré* *Dr. Fliess*  
Wirtschaftsprüfer Wirtschaftsprüfer



# Deutsche Bank – Your Partner Worldwide

The services of Deutsche Bank Group are provided in

## Commercial banks

### German

#### Deutsche Bank AG

Frankfurt am Main

Capital and reserves DM 15,538.3 m. \*)

#### Deutsche Bank Berlin AG

Berlin

Capital and reserves DM 890.6 m. Holding 100%

#### Deutsche Bank Lüneburg AG vormals Handelsbank

Lüneburg

Capital and reserves DM 128.7 m. Holding 92.3%

#### Deutsche Bank Saar AG

Saarbrücken

Capital and reserves DM 102.6 m. Holding 69.2%

### International

#### Banca d'America e d'Italia S.p.A.

Milan

Capital and reserves Lit 602.7 bn. Holding 98.6%

#### Banco Comercial Transatlántico, S.A.

Barcelona

Capital and reserves Ptas. 20.4 bn. Holding 96.9%

#### Banco de Montevideo

Montevideo

Capital and reserves U.S.\$ 18.4 bn. Holding 95.4%

#### H. Albert de Bary & Co. N.V.

Amsterdam

Capital and reserves Gul. 191.8 m. Holding 100%

#### Deutsche Bank (Asia Pacific) Ltd.

Singapore

Capital and reserves S\$ 67.4 m. Holding 100%

#### Deutsche Bank Australia Ltd.

Melbourne

Capital and reserves A\$ 133.1 m. Holding 100%

#### Deutsche Bank (Austria) AG

Vienna

Capital and reserves AS 283.1 m. Holding 100%

#### Deutsche Bank (Canada)

Toronto

Capital and reserves Can.\$ 94.6 m. Holding 100%

#### Deutsche Bank Luxembourg S.A.

Luxembourg

Capital and reserves LF 14.7 bn. Holding 100%

#### DB (Belgium) Finance S.A./N.V.

Brussels

Capital and reserves BF 2.4 bn. Holding 100%

#### DB U.K. Finance p.l.c.

London

Capital and reserves £ 24.2 m. Holding 100%

## Mortgage banks

### German

#### Deutsche Centralbodenkredit-AG

Berlin – Cologne

Capital and reserves DM 836.5 m. Holding 92.2%

#### Frankfurter Hypothekbank AG

Frankfurt am Main

Capital and reserves DM 861.8 m. Holding 93.8%

#### Lüneburger Hypothekbank AG

Lüneburg

Capital and reserves DM 274.2 m. Holding 100%

#### Schiffshypothekbank zu Lüneburg AG

Hamburg

Capital and reserves DM 103.8 m. Holding 100%

### International

#### Europäische Hypothekbank S.A.

Luxembourg

Capital and reserves DM 29.8 m. Holding 100%

## Investment banking, capital market and capital investment companies

### German

#### Deutsche Asset Management GmbH

Frankfurt am Main

Capital and reserves DM 39.5 m. Holding 100%

#### degab Deutsche Gesellschaft für Anlageberatung mbH

Frankfurt am Main

Capital and reserves DM 0.8 m. Holding 100%

#### Deutsche Gesellschaft für Fondsverwaltung mbH

Frankfurt am Main

Capital and reserves DM 53.3 m. Holding 100%

#### DWS Deutsche Gesellschaft für Wertpapiersparen mbH

Frankfurt am Main

Capital and reserves DM 176.5 m. Holding 93%

#### Deutsche Grundbesitz- Anlagegesellschaft mbH

Frankfurt am Main

Capital and reserves DM 3.6 m. Holding 60%

#### Deutsche Grundbesitz-Investment- gesellschaft mbH

Frankfurt am Main

Capital and reserves DM 24.5 m. Holding 60%

#### Deutsche Vermögensbildungs- gesellschaft mbH

Bad Homburg v.d.H.

Capital and reserves DM 5.5 m. Holding 100%

#### Grunelius KG Privatbankiers

Frankfurt am Main

Capital and reserves DM 33.6 m. Holding 86.5%

### International

#### Bain & Company Ltd.

Sydney

Capital and reserves A\$ 52.8 m. Holding 50%

#### Deutsche Bank Capital Corporation

New York

Capital and reserves U.S.\$ 103.0 m. Holding 100%

#### Deutsche Bank Capital Markets Ltd.

London

Capital and reserves £ 77.0 m. Holding 100%

#### Deutsche Bank de Investimento, S.A.

Lisbon

Capital and reserves Esc. 3.8 bn. Holding 100%

#### Deutsche Bank Government Securities, Inc.

New York

Capital and reserves U.S.\$ 76.9 m. Holding 100%

#### Deutsche Bank (Suisse) S.A.

Geneva

Capital and reserves SF 114.2 m. Holding 100%

#### DB Capital Markets (Asia) Ltd.

Hong Kong

Capital and reserves Yen 8.0 bn. Holding 54.5%

#### Internationale Investment Management Gesellschaft S.A.

Luxembourg

Capital and reserves DM 97.8 m. Holding 100%

#### McLean McCarthy Ltd.

Toronto

Capital and reserves Can.\$ 8.5 m. Holding 100%

#### Morgan Grenfell Group plc


London

Capital and reserves £ 333.3 m. Holding 100%

\*) The participatory certificates with warrants issued in February 1991 lead to liable capital pursuant to the German Banking Act of DM 16,978.3 m.



particular by the following companies

 Instalment financing  
and leasing companies

#### German

**ALD AutoLeasing D GmbH**  
Hamburg  
Capital and reserves DM 79.0 m. Holding 51%

**ComCo Datenanlagen GmbH & Co. KG**  
Berlin  
Capital and reserves DM 9.5 m. Holding 52%

**DB Export-Leasing GmbH**  
Frankfurt am Main  
Capital and reserves DM 0.05 m. Holding 100%

**Deutsche Immobilien Leasing GmbH**  
Düsseldorf  
Capital and reserves DM 36.3 m. Holding 50%

**EFGEE Gesellschaft für  
Einkaufs-Finanzierung mbH**  
Düsseldorf  
Capital and reserves DM 18.0 m. Holding 100%

**GEFA Gesellschaft für  
Absatzfinanzierung mbH**  
Wuppertal  
Capital and reserves DM 173.0 m. Holding 100%

**GEFA-Leasing GmbH**  
Wuppertal  
Capital and reserves DM 55.0 m. Holding 100%

#### International


**BAI Factoring S.p.A.**  
Milan  
Capital and reserves Lit 6.1 bn. Holding 100%

**BAI Leasing S.p.A.**  
Milan  
Capital and reserves Lit 6.9 bn. Holding 100%

**Deutsche Credit Corporation**  
Deerfield/U.S.A.  
Capital and reserves U.S.\$ 55.5 m. Holding 100%

**Leasing Bancotrans, S.A.**  
Barcelona  
Capital and reserves Ptas. 743.3 m. Holding 100%

**P.T. Euras Buana Leasing Indonesia**  
Jakarta  
Capital and reserves Rp. 3.4 bn. Holding 60%

 Specialized institutions


#### German

**Deutsche Bank Bauspar-AG**  
Frankfurt am Main  
Capital and reserves DM 29.4 m. Holding 98%

**Deutsche Beteiligungsgesellschaft mbH**  
Frankfurt am Main  
Capital and reserves DM 3.6 m. Holding 92.5%

**DPE Deutsche Projektentwicklungs-  
Gesellschaft für Grundvermögen mbH**  
Frankfurt am Main  
Capital and reserves DM 1.0 m. Holding 50%

**Lebensversicherungs-AG  
der Deutschen Bank**  
Wiesbaden  
Capital and reserves DM 38.3 m. Holding 100%


 International  
financing companies

#### International

**Deutsche Bank Finance N.V.**  
Curaçao  
Capital and reserves U.S.\$ 5.9 m. Holding 100%

**Deutsche Bank Financial Inc.**  
Dover/U.S.A.  
Capital and reserves U.S.\$ 0.5 m. Holding 100%

**Deutsche Finance (Netherlands) B.V.**  
Amsterdam  
Capital and reserves Guil. 10.3 m. Holding 100%

 Consultancy companies

#### German

**Roland Berger & Partner Holding GmbH**  
Munich  
Capital and reserves DM 23.6 m. Holding 75.1%

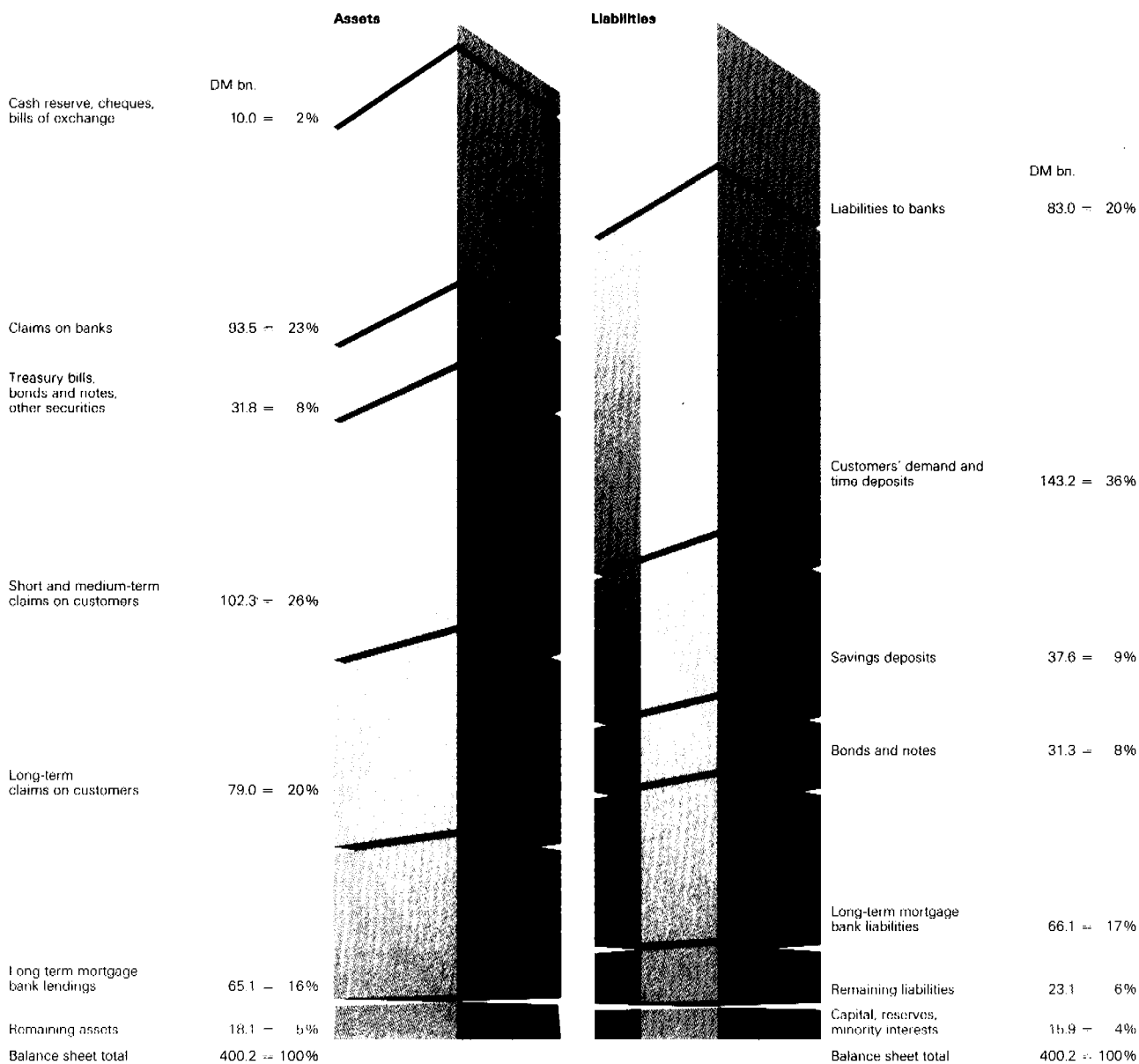
**DB Morgan Grenfell GmbH**  
Frankfurt am Main  
Capital and reserves DM 1.0 m. Holding 100%

**Deutsche Gesellschaft für  
Mittelstandsberatung mbH**  
Munich  
Capital and reserves DM 2.8 m. Holding 100%

**Immobilien-Gesellschaft der  
Deutschen Bank mbH**  
Frankfurt am Main  
Capital and reserves DM 7.5 m. Holding 100%

## Report of the Group for 1990

### Balance sheet structure, end of 1990



## Consolidated companies

The Consolidated Statement of Accounts of Deutsche Bank AG, by giving a comprehensive insight into the Group's assets and income position, fulfils the demands which a world statement of accounts should satisfy. The companies included with Deutsche Bank AG in the Consolidated Statement of Accounts are detailed in sections A.1 and B.1 of the list of shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 Commercial Code.

## Commercial banks

The development of *Deutsche Bank Berlin AG, Berlin*, whose branch network meanwhile covers the entire city of Berlin, showed strong growth in 1990. Business volume climbed 56.9 % to DM 15.9 bn.

The 17.9 % increase in total lending to DM 6.0 bn. came chiefly from claims on customers which rose 23.7 % to DM 4.8 bn. Loans to private customers grew 10.7 % to DM 2.8 bn. This includes DM 1.6 bn. in BauKreditSystem lendings.

Funds from outside sources rose 64.4 % to DM 14.3 bn. The savings deposits included in customers' deposits increased 11.4 % to DM 3.2 bn. Own bonds in circulation totalled DM 735 m.

Investment in new branch offices in the eastern part of Berlin and the fall in profits from own-account trading in securities led to a 4.0 % decrease in operating profit. A dividend of 28% was paid for the 1990 financial year. Furthermore, in light of the resolved merger of Deutsche Bank Berlin AG with Deutsche Bank AG, DM 375 m. was withdrawn from other revenue reserves and used for a special distribution of DM 545 m.

Expansion continued at *Deutsche Bank Lübeck AG vormals Handelsbank, Lübeck*. Business volume increased 6.5 % to DM 3.2 bn. The rise in total lending

by 7.0 % to DM 2.0 bn. related chiefly to short and medium-term loans. Funds from outside sources, at DM 3.0 bn., were 6.6 % above the pre-year level.

Since both net interest income and commissions in services business grew, operating profit improved 22.2 % to DM 45.2 m. Of the higher net income for the year of DM 11.8 m., DM 6.0 m. is to be added to revenue reserves. Capital and reserves will then total DM 123.0 m.

It is proposed to the General Meeting that a dividend of 25%, raised from 22%, be distributed.

*Deutsche Bank Saar AG, Saarbrücken*, reported growth of 2.4 % in business volume to DM 2.2 bn. Total lending, at DM 1.2 bn., was 4.3 % above the pre-year level.

Funds from outside sources expanded 3.5 % to DM 1.9 bn.

### Breakdown of aggregate business volume, end of 1990

Deutsche Bank Group

Commercial banks DM 348.2 bn. = 69.6%

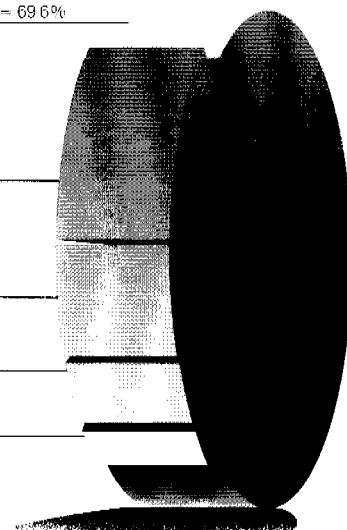
Mortgage banks  
DM 71.7 bn. = 14.3%

Investment banking,  
capital market and  
capital investment companies  
DM 38.0 bn. = 7.6%

International financing  
companies DM 23.0 bn. = 4.6%

Installment financing and  
leasing companies, others  
DM 19.2 bn. = 3.9%

Total DM 500.1 bn.



The rise in operating profit by 3.8 % to DM 31.4 m. was due above all to the improvement in net interest income. The profit and loss account closed with net income of DM 10.6 m., of which DM 5.0 m. was added to revenue reserves. Capital and reserves are thus reported at DM 97.0 m. It is proposed to the General Meeting that an unchanged dividend of 16 % be paid.

On December 31, 1990, the balance sheet total of *Banca d'America e d'Italia S.p.A. (BAI), Milan*, at Lit 10,595 bn. (DM 14.0 bn.) stood at roughly the pre-year level. Lendings to customers increased to Lit 5,617 bn. (DM 7.4 bn.), especially as a result of higher consumer financings for private clients. In the credit card sector (BankAmericard), turnover was up 13.2 % on the previous year.

Net income for the year of Lit 71.6 bn. (DM 94.9 m.) exceeded the previous year's result by over 50 %. As in the year before, it is to be added to reserves. The bank's capital and reserves will then come to Lit 602.7 bn. (DM 798.9 m.).

In the 1990 financial year *BAI Leasing S.p.A., Milan*, raised the number and volume of new leasing contracts by 10.6 % and 22.5 % respectively compared with the previous year. Balance sheet total increased by 22.8 % to Lit 651 bn. (DM 863 m.).

The net income for the year of Lit 29 m. (DM 38,000) is to be added to reserves. Capital and reserves amount to Lit 6.9 bn. (DM 9.1 m.).

*BAI Factoring S.p.A., Milan*, reported 35.0 % growth in balance sheet total to Lit 352 bn. (DM 467 m.). Claims from factoring business rose to Lit 314 bn. (DM 416 m.).

Net income for the year of Lit 741 m. (DM 982,000) – more than double the previous year's figure – will

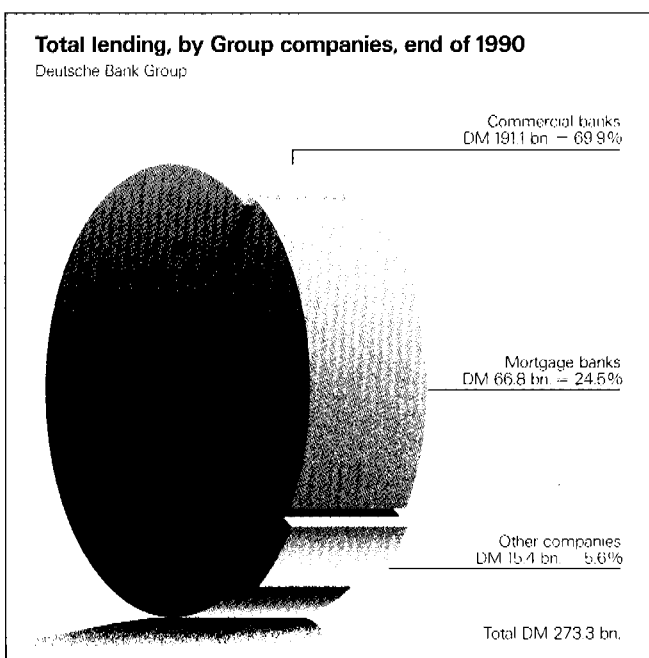
be carried forward to new account after formation of legal reserves in the amount of Lit 37 m. Capital and reserves will then come to Lit 6.1 bn. (DM 8.1 m.).

*DB Finanziaria S.p.A., Milan*, and its subsidiary DB Com S.p.A., Milan, round off the range of products and services of Banca d'America e d'Italia S.p.A. The balance sheet total of DB Finanziaria S.p.A. amounted to Lit 292.4 bn. (DM 388 m.) at year's end. Net income for the year of Lit 240 m. (DM 318,000) will be carried forward to new account after the addition of Lit 12 m. to legal reserves and elimination of the loss brought forward (Lit 164 m.).

Following the capital increase at the beginning of 1991, the company has capital and reserves of Lit 15.1 bn. (DM 20.0 m.).

### Total lending, by Group companies, end of 1990

Deutsche Bank Group



*DB Com S.p.A., Milan*, is a securities broking company. On December 31, 1990, its balance sheet total was Lit 1,183 bn. (DM 1.6 bn.). Its net income for the year of Lit 158 m. (DM 209,000) will be added to reserves after elimination of the loss brought forward (Lit 93 m.). Including the 1991 capital increase the company's capital and reserves amount to Lit 5.0 bn. (DM 6.6 m.).

Deutsche Bank AG now has a 96.9 % stake in *Banco Comercial Transatlántico, S.A., Barcelona*, as a result of additional purchases.

The business volume of our Spanish subsidiary bank, which took over the activities of Deutsche Bank, Madrid Branch, in the course of 1990, increased strongly by 47.8 % to Ptas. 409.4 bn. (DM 6.4 bn.). Total lending was up 24.7 % to Ptas. 224.4 bn. (DM 3.5 bn.). Operating profit improved 25.2 % owing to the strong volume growth.

Of the higher net income for the year of Ptas. 1,445 m. (DM 22.6 m.) and profit brought forward, Ptas. 905 m. are to be added to reserves and Ptas. 542 m. distributed as dividend. After the addition to reserves, the bank's capital and reserves total Ptas. 19.8 bn. (DM 310 m.).

*Leasing Bancotrans, S.A., Barcelona*, a 100 % subsidiary of Banco Comercial Transatlántico, again expanded its business activities. In a financial year characterized by selective growth, the reported leasing assets increased to Ptas. 18.7 bn. (DM 293 m.). Balance sheet total rose 12.8 % to Ptas. 47.4 bn. (DM 743 m.). Operating profit grew substantially compared with the previous year. As in the year before, net income for the year in the sum of Ptas. 347 m. (DM 5.4 m.) is to be used to strengthen capital and reserves, which will then increase to Ptas. 743 m. (DM 11.6 m.).

*Banco de Montevideo, Montevideo*, expanded its balance sheet total, roughly 90 % of which is denominated in U.S.\$, to U.N\$ 364.1 bn. (DM 345.9 m.). Besides its relations with foreign corporate clients, the bank increased its new business with local small and medium-sized firms with cross-border activities. At the end of 1990, a total of U.N\$ 153.9 bn. (DM 146.3 m.) had been extended to companies and private individuals. Additionally, there were claims against the Uruguayan state totalling U.N\$ 69.0 bn. (DM 65.5 m.). The higher operating profit of U.N\$ 12.5 bn. (DM 11.8 m.) was used largely for inner strengthening purposes. The bank's capital and reserves rose to U.N\$ 15.6 bn. (DM 14.9 bn.).

*H.Albert de Bary & Co. N.V., Amsterdam*, which operates as a universal bank, expanded its business volume by 11 % to Guil. 4.9 bn. (DM 4.3 bn.). Claims on

customers rose 4 % to Guil. 1.5 bn. (DM 1.3 bn.). By extending the product range to include the corporate finance sector, the bank considerably broadened its contacts with major Dutch corporations.

Operating profit improved by 9.5 % especially as a result of the higher income from interest business. Of the net income for the year of Guil. 185.3 m. (DM 164.2 m.), Guil. 5.0 m. is to be added to reserves. Capital and reserves will then total Guil. 185.3 m. (DM 164.2 m.).

As the result of a reorganization, *Deutsche Bank (Asia Pacific) Ltd., Singapore*, took over the activities of DB Asia Finance (HK) Ltd., Hong Kong, in mid-1990. As a merchant bank, it supplements the business activities of the branches of Deutsche Bank AG in the Asian region. The bank's business volume was S\$ 399 m. (DM 344 m.) on December 31, 1990.

In the 1990 financial year, the bank had net income of S\$ 5.6 m. (DM 4.8 m.). Capital and reserves are reported at S\$ 61.6 m. (DM 53.0 m.).

*Deutsche Bank Australia Ltd., Melbourne*, - consolidated with its 100 % subsidiaries Deutsche Capital Markets Australia Ltd., Sydney, and Deutsche Capital Management Australia Ltd., Melbourne - recorded a rise of 12 % in balance sheet total to A\$ 1.7 bn. (DM 1.9 bn.). Lendings to customers grew 16 % to A\$ 1.2 bn. (DM 1.4 bn.). To broaden the funding base, two further A\$ eurobond issues were floated for a total of A\$ 250 m. The euro commercial paper/medium term note programme was increased by A\$ 400 m. to A\$ 1 bn.

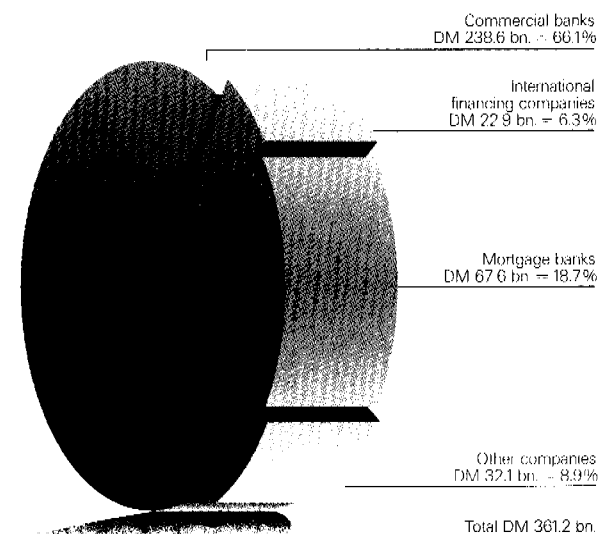
The operating profit decreased to A\$ 2.2 m. (DM 2.5 m.) owing to higher general operating expenses in connection with administrative measures. The net income for the year of A\$ 1.1 m. (DM 1.3 m.) was used for the inner strengthening of the bank. Including

profit carried forward, capital and reserves amount to A\$ 134 m. (DM 154 m.).

*Deutsche Bank (Austria) AG, Vienna*, completed its first financial year on October 31, 1990. The bank has meanwhile taken up full business operations and has already played an active role on the Austrian capital market. In the placement of Federal Treasury Certificates of the Republic of Austria for AS 3 bn., the bank acted as lead manager. At the end of the financial year the balance sheet total stood at AS 2.4 bn. (DM 341 m.). The first financial year closed with a loss of AS 64.7 m. (DM 9.2 m.) owing to the start-up and development costs incurred during the initial phase. Including the capital increase in March 1990 for nominal AS 100 m. at 250 %, capital and reserves total AS 347.8 m. (DM 49.4 m.).

#### Funds from outside sources, by Group companies, end of 1990

Deutsche Bank Group



*Deutsche Bank (Canada), Toronto*, increased its balance sheet total by one quarter to Can.\$ 1.5 bn. (DM 1.9 bn.) in the financial year ended October 31, 1990. Business with corporate and private clients was further expanded. This is reflected in the growth of 10.5 % in lendings to customers to Can.\$ 897 m. (DM 1.2 bn.). Funding for the new lendings came primarily from customers' deposits, which were 41 % higher. The operating profit was 28 % above the pre-year figure. Net income for the year of Can.\$ 8.2 m. (DM 10.6 m.), which increased at the same rate, was added to reserves. Including the capital increase in spring 1990 of Can.\$ 15 m. (DM 19.5 m.), the bank has capital and reserves of Can.\$ 94.6 m. (DM 122.7 m.).

The 1990 financial year at *Deutsche Bank Luxembourg S.A., Luxembourg*, closed with a business volume of LF 731 bn. (DM 35.4 bn.). Despite difficult market conditions, eurocredit business picked up. Total lending expanded by 9.3 % to LF 535 bn. (DM 25.9 bn.); on the other hand, deposits with banks were substantially reduced. For the funding of its lending business, the bank made greater use of deposits provided chiefly by other Group banks. Private banking and asset management business were further developed. The number of account relationships and the volume under management increased again considerably. The operating profit of LF 5.9 bn. (DM 283 m.) was slightly below the high pre-year figure (LF 6.1 bn.). In view of the risk situation in international lending business, the bank gave priority to provisioning for country risks. There was no dividend payment to Deutsche Bank AG. Capital and reserves amount to LF 14.7 bn. (DM 713 m.).

*DB (Belgium) Finance S.A./N.V., Brussels*, which operates in international lending business, expanded its activities considerably. This is reflected in the busi-

ness volume of BF 29.9 bn. (DM 1.4 bn.), more than double the pre-year figure. Lendings to customers increased to BF 27.2 bn. (DM 1.3 bn.).

The total net income for the year of BF 38 m. (DM 1.8 m.) will be added to reserves, as in the previous year, thereby raising capital and reserves to BF 2.4 bn. (DM 118 m.).

The balance sheet total of *DB U.K. Finance p.l.c., London*, rose 5% to £ 728 m. (DM 2.1 bn.) owing to the higher lending volume.

As in the previous year, the higher net income for the year of £ 3.1 m. is to be retained by the company. Capital and reserves will then amount to £ 24.2 m. (DM 69.7 m.).

## Mortgage banks

*Deutsche Centralbodenkredit-AG, Berlin - Cologne*, committed mortgage loans for DM 1.5 bn., following DM 1.6 bn. in the previous year. The majority of new assurances related to commercial and industrial loans. In communal loan business new commitments came to DM 1.7 bn. (+ DM 0.4 bn.). The total volume of loans increased to DM 28.0 bn., DM 14.9 bn. of which came from mortgage loans and DM 13.1 bn. from communal loans. An aggregate DM 3.3 bn. was borrowed to fund new business. The balance sheet total rose to DM 29.7 bn.

The bank improved its operating profit further by 10.7 % to DM 165.3 m. Of net income for the year, which rose by DM 5.0 m. to DM 63.5 m., DM 31.0 m. was allocated to revenue reserves. It is to be proposed to the General Meeting that a further DM 9.0 m. be transferred to revenue reserves and a dividend of 28 % distributed. Capital and reserves will then amount to DM 813.0 m.

*Frankfurter Hypothekenbank AG, Frankfurt am Main*, raised its total new lending business by 7.7 % on the previous year. At DM 1.5 bn., new mortgage business, which was particularly influenced by commercial and industrial loans, was slightly down on the previous year (DM 1.6 bn.). By contrast, communal loan commitments rose by DM 0.3 bn. to DM 1.9 bn., so that the total loan volume grew to DM 28.4 bn.

Gross sales of bonds and loans taken up amounted to DM 4.2 bn., following DM 3.3 bn. in the previous year. Balance sheet total increased by 1.1 % to DM 30.8 bn. The operating profit improved slightly on the previous year to DM 202.7 m.

Of net income for the year, which rose DM 5 m. to DM 75.1 m., DM 37.5 m. was transferred to revenue reserves. A further DM 12.5 m. is to be added to revenue reserves following a General Meeting resolution to this effect. The bank's capital and reserves will then amount to DM 836.8 m. An unchanged dividend of 28 % is to be paid for the 1990 financial year.

*Lübecker Hypothekenbank AG, Lübeck*, slightly surpassed the previous year's figure in new mortgage business. At DM 0.5 bn., the volume of new communal loan commitments was also up on the pre-year level (DM 0.2 bn.). This led to a 3.9 % rise in aggregate loan volume to DM 8.8 bn.

The bank sold DM 1.3 bn. in bonds and notes to fund its new lending. The balance sheet total increased by 4.7 % to DM 9.5 bn.

The financial year produced an operating profit of DM 51.0 m. (- 3.3 %). Net income for the year of DM 27.2 m. again allows a strengthening of revenue reserves by DM 20.0 m. The bank's capital and reserves thus amount to DM 267.0 m. The distributable profit is to be used to pay an unchanged dividend of 28 %.

*Schiffshypothekenbank zu Lübeck AG, Hamburg*, expanded its business volume by 34.5 % to DM 1.0 bn. despite a deterioration in overall conditions in world shipping, particularly in the second half. The funding of newly extended loans was effected exclusively via long-term borrowings. Of net income for the year, which rose by DM 1.1 m. to DM 17.0 m., DM 9.0 m. will be transferred to revenue reserves. The bank's capital and reserves thus amount to DM 95.0 m. Payment of a dividend of 12 % is planned for the 1990 financial year.

*Europäische Hypothekenbank S.A., Luxembourg*, which commenced business operations in the middle of 1989, carries out mortgage and communal loan business in the EC and OECD regions. During its first full financial year, loan commitments totalled DM 415 m. On December 31, 1990, the balance sheet total amounted to DM 529 m. The operating profit was offset by extraordinary expenses from the bank's start-up period, resulting in a loss of DM 70,000.

## Investment banking, capital market and capital investment companies

*Deutsche Asset Management GmbH, Frankfurt am Main*, (formerly DB Capital Management International GmbH), gained new mandates during the year under review. The investment volume under management rose to DM 7.6 bn.

As a result of reorganization within the Group, Deutsche Bank AG transferred its business interests in the 100 % subsidiary Deutsche Gesellschaft für Fondsverwaltung mbH (DEGEF) to Deutsche Asset Management GmbH.

Net income for the year of DM 30.3 m. and the amount of DM 2.5 m. withdrawn from revenue reserves will be used to offset the net loss of DM 8.3 m. carried forward from the previous year and to distribute DM 24.0 m; DM 0.5 m. will remain as profit carried forward.

The number of special-purpose funds for institutional investors managed by *Deutsche Gesellschaft für Fondsverwaltung mbH (DEGEF), Frankfurt am Main*, increased to 238. The fund assets under management decreased to DM 18.2 bn. (previous year: DM 19.2 bn.) due to price falls on the stock markets.

At the beginning of 1991, the Shareholders' Meeting resolved to pay the entire distributable profit of DM 23.8 m. as a dividend.

In 1990, *DWS Deutsche Gesellschaft für Wertpapiersparen mbH, Frankfurt am Main*, achieved a net inflow of funds in the sum of DM 3.3 bn. from new sales of certificates of the 28 retail securities funds. It did not match the previous year's level (DM 6.1 bn.) as a result of the at times unfavourable situation on the securities markets. Despite the lower volume of new sales, the total assets of the DWS funds increased by

DM 1.8 bn. to DM 27.9 bn. A total of DM 2.5 bn. was distributed to certificate holders.

Aggregate capital and reserves amount to DM 148.0 m. after revenue reserves were strengthened by DM 15.0 m. from net income for the year. A dividend of DM 27.0 m. was distributed for the 1989/1990 financial year.

In the financial year ended on September 30, 1990, *Deutsche Grundbesitz-Anlagegesellschaft mbH, Frankfurt am Main*, managed twelve closed-end domestic real estate funds with total fund assets of DM 559 m. In addition, there were business procurement contracts for five funds with foreign property assets. In the past financial year, the company achieved net income for the year of DM 213,000. Capital and reserves amount to DM 3.4 m.

*Deutsche Grundbesitz-Investmentgesellschaft mbH, Frankfurt am Main*, whose 1989/1990 financial year also ended on September 30, 1990, managed the open-ended real estate funds "grundbesitz-invest" and "HAUS-INVEST", which have total assets of DM 4.6 bn.

The development of new projects and the raising of current fees for funds led to a clear improvement in income. Net income for the year rose to DM 1.8 m. The company's capital and reserves amount to DM 22.8 m.

The banking house *Grunelius KG Privatbankiers, Frankfurt am Main*, in which Deutsche Bank AG has had a stake since January 1990, provides portfolio investment services for high-net-worth individuals. The expansion and development of business is progressing according to plan.

*Deutsche Bank Capital Corporation (DBCC), New York*, achieved a satisfactory result. This was basically attributable to the favourable development in the first half. There was also greater interest in German securities. Well over DM 1 bn. was placed with the American and international public through the successful floating of German equity funds (Germany Funds). In addition, numerous German companies were introduced to U.S. institutional investors for the first time and sizeable amounts were placed at long term with these addresses. Investors were much more reserved following the outbreak of the Gulf Crisis.

Net income for the year amounted to U.S.\$ 318,000 (DM 475,000).

At the end of 1990, DBCC's capital and reserves amounted to U.S.\$ 103.0 m. (DM 153.9 m.).

DBCC's business activities are supplemented by its wholly-owned subsidiaries *Deutsche Portfolio Corporation, New York*, and *Deutsche Bank Government Securities, Inc. (DBGSI), New York*. DBGSI, which carries out business in U.S. Government bonds (Treasuries), received a primary dealer licence from the Federal Reserve Bank in December 1990. This status allows Deutsche Bank Group to offer its international customers a comprehensive service on the world's biggest bond market.

*Deutsche Bank Capital Markets Ltd. (DBCM), London*, expanded its business considerably in 1990. The new issue volume floated under the lead management of DBCM increased 20 % on the previous year to U.S.\$ 5.3 bn. (DM 7.9 bn.). As a member of the international futures exchange (LIFFE), DBCM strongly improved its market position in this sector. Trading in swaps, which was a major factor in the company's income growth, was further expanded. In the 1990 financial year, DBCM achieved net income for the year

in the amount of £ 8.8 m. (DM 25.5 m.). Following a capital increase of £ 30 m., capital and reserves total £ 77.0 m. (DM 222.2 m.).

*Deutsche Bank de Investimento, S.A., Lisbon*, which was launched at the beginning of 1990, conducts investment banking business in Portugal. It has taken over the business activities of MDM Sociedade de Investimento, S.A. During the year under review, the bank was involved in 32 new bond issues, in 19 of them as lead manager or co-manager. The bank also took part in five new issues on the euro-escudo market.

At the end of 1990, the balance sheet total amounted to Esc. 34.9 bn. (DM 390 m.) and the total lending volume reached Esc. 28.0 bn. (DM 312 m.). Of net income for the year in the amount of Esc. 342.1 m. (DM 3.8 m.), Esc. 51.3 m. is being allocated to statutory reserves and a further Esc. 243.3 m. is to be added to revenue reserves. Capital and reserves will thus amount to Esc. 3,795 m. (DM 42.3 m.).

To strengthen its investment counselling and asset management operations, *Deutsche Bank (Suisse) S.A., Geneva*, with branches in Zürich and Lugano, took over the entire share capital of Banque Morgan Grenfell en Suisse S.A., Geneva. As a result of the subsequent merger, the balance sheet total of Deutsche Bank (Suisse) S.A. rose 27.5 % to SF 1.0 bn. (DM 1.2 bn.).

As a member of the banking syndicate, it participated in 123 issues with a placement volume of SF 316.7 m. (DM 371.6 m.). A further 9 issues were floated under its lead management.

Net income for the year, which was down on the previous year to SF 450,000, is to be allocated to reserves. The bank's capital and reserves will then amount to SF 114.2 m. (DM 134.0 m.).

*Internationale Investment Management Gesellschaft S.A., Luxembourg*, a subsidiary of DWS Deutsche Gesellschaft für Wertpapiersparen mbH, Frankfurt am Main, and Deutsche Bank Luxembourg S.A., Luxembourg, managed a total of 8 investment funds with aggregate assets of DM 7.9 bn. The investment funds BALANCE '95, STERLING RESERVE FUND and SCHILLING RESERVE were newly launched last year. For short-dated security funds the company gave value development assurances, which are limited to certain periods.

The 1990 financial year was closed with a profit of DM 30 m. Of the distributable profit (including profit brought forward from the previous year), DM 6 m. is to be distributed to shareholders and DM 26 m. added to reserves. Capital and reserves will then amount to DM 65 m.

The Canadian securities broker *McLean McCarthy Ltd., Toronto*, operated in an extremely difficult environment. The market conditions in Canada were less than satisfactory, so that the company's income situation remained tight. In the past financial year, the company acted as lead manager in the placement of the "Germany Fund of Canada", which had a total volume of Can.\$ 127.5 m. (DM 164.3 m.).

The balance sheet total declined to Can.\$ 32.2 m. (DM 41.5 m.). The financial year closed with a loss of Can.\$ 2.2 m. (DM 2.8 m.). Including subordinate liabilities and the capital increase carried out at the beginning of 1991, capital and reserves are reported at Can.\$ 18.5 m. (DM 23.8 m.).

The British merchant bank *Morgan Grenfell Group plc, London*, which as a 100 % subsidiary was included in Deutsche Bank's Consolidated Statement of Accounts for the first time in 1990, maintained its

leading position in a market which stagnated overall. Considerable progress was made in offering the company's range of services in the field of mergers and acquisitions worldwide throughout the Group. New mandates were gained in asset management as a result of product flexibility. Total assets under management at the end of 1990 amounted to £ 13.4 bn. (DM 38.7 bn.). Debt arbitrage trading, which was newly established last year, developed most positively and made a substantial contribution to the total profit.

The consolidated balance sheet total of Morgan Grenfell Group plc as at December 31, 1990 amounted to £ 6.9 bn. (DM 19.9 bn.). Out of net income for the year in the amount of £ 17.1 m. (DM 49.4 m.), £ 14.1 m. is to be used for dividend payments and £ 1.6 m. allocated to reserves. Total capital and reserves amounted to £ 358.4 m. (DM 1,034 m.).

#### Instalment financing and leasing companies

*ALD AutoLeasing D GmbH, Hamburg*, increased its new business by 20.4 % to DM 1.2 bn. Its leasing stock increased to approximately 119,200 vehicle units with a purchase value of DM 2.3 bn. This positive development was due to the good business situation in the car industry and the interesting options in its range of services. The proportion of commercial and industrial customers increased further. Balance sheet total rose by 31.1% to DM 1.6 bn. Operating profit climbed 30.8 % to DM 39.3 m. Of net income for the year in the sum of DM 12.7 m., DM 1.3 m. was allocated to reserves and DM 4.8 m. is to be distributed as a dividend. A further DM 5.0 m. is to be added to revenue reserves once resolutions to this effect have been taken by the Shareholders' Meeting. Capital and reserves will then amount to DM 74.2 m.

Interest in leasing financings of *DB Export-Leasing GmbH, Frankfurt am Main*, remained high in the 1990 financial year. New business increased to DM 376 m. compared with DM 289 m. in the previous year, mainly owing to the expansion of business with the U.S.A. Balance sheet total climbed 21.3 % to DM 1.0 bn. There is a profit transfer agreement between DB Export-Leasing GmbH and Deutsche Bank AG.

*Deutsche Gesellschaft für Immobilien-Leasing mbH, Cologne*, reported net income for the year of DM 2.9 m. from the management of its property portfolio.

In the 1990 financial year, *GEFA Gesellschaft für Absatzfinanzierung mbH, Wuppertal*, raised its new lending business by 27 % to DM 1.9 bn. This is a reflection of good business in capital goods and activities in the new federal states. Financing focussed mainly on commercial vehicles and all types of machinery for small and medium-sized firms. In factoring business the volume of claims purchased was up 31 %.

Owing to incremental revenue from the DM 3.3 bn. growth in business volume and the improved interest margin, the operating profit climbed 22.6 %. Since the capital increase carried out in mid-1990, GEFA has had capital and reserves of DM 173 m. Under the profit transfer agreement, DM 21.3 m. was transferred to Deutsche Bank AG.

Supported by brisk demand and activities in the new federal states, *GEFA-Leasing GmbH, Wuppertal*, signed leasing agreements for more than DM 1 bn. Information technology, cars and machinery were the main areas of customer interest. The aggregate leasing volume rose 13 % to DM 2.6 bn.

The operating profit remained at a satisfactory level. Capital and reserves are an unchanged DM 55 m. DM 22.5 m. was transferred to GEFA Gesellschaft

für Absatzfinanzierung under the existing profit transfer agreement.

The lending volume of *EFGEE Gesellschaft für Einkaufs-Finanzierung mbH, Düsseldorf*, rose by 4 % to DM 295 m. The 1990 profit exceeded the previous year's figure. There is a profit transfer agreement with GEFA Gesellschaft für Absatzfinanzierung.

*Deutsche Credit Corporation, Deerfield/U.S.A.*, again strongly expanded its business volume to over U.S. \$ 1 bn. (DM 1.6 bn.). The company continued to focus its new business efforts on supporting German exports by providing innovative financing alternatives for the U.S. market.

Higher net interest income brought a marked improvement in the operating profit. After risk provisions and taxes, net income for the year still rose by 40 % to U.S. \$ 3.2 m. (DM 4.8 m.) and will be used to strengthen the company internally. After a capital increase of U.S. \$ 36 m., capital and reserves amount to U.S. \$ 55.5 m. (DM 82.9 m.).

### Specialized institutions

*Deutsche Bank Bauspar-AG, Frankfurt am Main*, further expanded its market position. In the 1990 financial year, 95,800 building savings agreements with a total contract value of DM 3.3 bn. were concluded. At the end of 1990 there were 320,000 agreements with a total contract value of DM 8.8 bn. An aggregate DM 16.1 m. in building savings loans was disbursed under awarded agreements.

Net income for the year of DM 2.6 m. was used to cover part of the loss brought forward. Capital and reserves remain unchanged at DM 30 m.

*Lebensversicherungs-AG der Deutschen Bank, Wiesbaden*, which commenced business on September 1, 1989, can look back on a dynamic development in 1990. New insurance policies with a volume of DM 4.0 bn. were concluded, DM 2.3 bn. in endowment insurance and DM 1.7 bn. in term insurance. At the end of 1990, there were 93,500 policies with a total contract volume of DM 5.2 bn. There were also supplementary policies in the aggregate amount of DM 4.2 bn., of which DM 1.6 bn. was in supplementary risk insurance and DM 2.6 bn. in supplementary disability insurance. Premium revenue came to DM 143.5 m.

Naturally, the development of the company was still characterized by high start-up investment. Of particular significance here was the systematic expansion of staff to 264. The financial year closed with a shortfall of DM 14.9 m. after the holding company DEUBA Verwaltungsgesellschaft mbH had provided Lebensversicherungs-AG der Deutschen Bank with a payment of DM 25 m. This shortfall and the loss carried forward from the previous year were covered by withdrawing DM 41.7 m. from the organization fund established to meet start-up losses, and thus the balance sheet was squared. The company's capital and reserves, including the DM 8.3 m. remaining in the organization fund, come to DM 38.3 m.

### Consultancy companies

In the course of restructuring, *DB Mergers & Acquisitions GmbH, Frankfurt am Main*, transferred its business to DB Morgan Grenfell GmbH, Frankfurt am Main.

*Deutsche Gesellschaft für Mittelstandsberatung mbH, Munich*, further developed its position as a consulting company for small and medium-sized

businesses. The company's product range was expanded into a full service programme. In the year under review, 566 projects were successfully completed.

### International financing companies

In 1990, *Deutsche Bank Finance N.V., Curaçao*, floated eleven new bonds in various currencies for the equivalent of over DM 1.8 bn. The proceeds from these issues were passed on as refinancing funds to Group companies. The balance sheet total rose to U.S. \$ 4.5 bn. (DM 6.8 bn.).

*Deutsche Finance (Netherlands) B.V., Amsterdam*, which also engages in procuring long-term funding, floated an international bond in 1990 for DM 1.0 bn. At year's end the balance sheet total came to Guil. 14.4 bn. (DM 12.8 bn.).

By issuing commercial paper and medium-term notes on the U.S. market, *Deutsche Bank Financial Inc., Dover/U.S.A.*, raises funds which are then passed on to Group companies in the U.S.A. The total volume taken up at the end of 1990 amounted to U.S. \$ 2.3 bn. (DM 3.4 bn.).

### Other companies

*DEBEKO Immobilien GmbH & Co Grundbesitz OHG, Eschborn*, established on July 1, 1990, has taken over Deutsche Bank AG's entire German real estate portfolio. This restructuring is aimed at improving real estate management as well as centralizing and optimizing building activities in the Group.

In the abbreviated 1990 financial year the profit and loss account closed with net income of DM 15.1 m. The balance sheet total as at December 31, 1990 was DM 1.0 bn.

*KCB-Beteiligungs-Aktiengesellschaft, Duisburg,* and its subsidiary *Klöckner Industriebeteiligungsgesellschaft mbH, Duisburg,* serve mainly as holding companies for the financial stake in Klöckner-Humboldt-Deutz AG.

### Non-consolidated companies

The aggregate balance sheet total of the following Group companies and those detailed in sections A.2 and B.2 of the list of shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 Commercial Code amounted, in the last financial year for which statements of accounts were submitted, to DM 1,241.0 m., which corresponds to 2.5% of the aggregate consolidated balance sheet total. Owing to their minor importance for the assets and income situation of the Group, these companies were not included in the Consolidated Statement of Accounts pursuant to § 329 (2) Joint Stock Corporation Act (old version):

Wilh. Ahlmann GmbH, Kiel  
 Airport Club für International Executives GmbH, Frankfurt am Main  
 ALD AutoLeasing und Dienstleistungs GmbH, Berlin  
 ALD AutoRent GmbH, Hamburg  
 Alfa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 "Alwa" Gesellschaft für Vermögensverwaltung mbH, Hamburg  
 Astra Gesellschaft zur Verwaltung eigener Grundstücke mbH, Regensburg  
 BACUL Vermietungsgesellschaft mbH, Düsseldorf  
 BAMUS Vermietungsgesellschaft mbH, Düsseldorf  
 BARIS Vermietungsgesellschaft mbH, Düsseldorf  
 BATOR Vermietungsgesellschaft mbH, Düsseldorf  
 BELUS Vermietungsgesellschaft mbH, Düsseldorf  
 Berfa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Beteiligungsgesellschaft für Flugzeugleasing mbH, Frankfurt am Main  
 BONUS Vermietungsgesellschaft mbH, Düsseldorf  
 BÜBO Verwaltungsgesellschaft mbH, Frankfurt am Main  
 Burstah Verwaltungsgesellschaft mbH, Hamburg  
 CALOR Vermietungsgesellschaft mbH, Düsseldorf  
 CAMPANIA Vermietungsgesellschaft mbH, Düsseldorf  
 CF Club und Freizeit GmbH, Frankfurt am Main  
 ComCo Verwaltungsgesellschaft mbH, Berlin  
 DB Consult GmbH, Bad Homburg v. d. H.  
 DBG Beteiligungsfonds von 1990 GmbH, Bad Homburg v. d. H.

DIL Grundstücksgesellschaft für Verwaltungs- und Lagergebäude mbH, Düsseldorf  
 DIPLOMA Grundstücks-Vermietungsgesellschaft mbH, Düsseldorf  
 DISCA Grundstücks-Vermietungsgesellschaft mbH, Düsseldorf  
 "Domshof" Beteiligungs-Gesellschaft mbH, Bremen  
 Düfa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 ESG-EDV-Service-Gesellschaft für Hypothekenbanken mbH, Frankfurt am Main  
 MS "Essen" Schifffahrts-Gesellschaft mbH, Bremen  
 Flufa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Frankfurter Gesellschaft für Vermögensanlagen mbH, Frankfurt am Main  
 Friefa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 GADES Grundstücks-Vermietungsgesellschaft mbH, Düsseldorf  
 Gafa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 GAT-Golf am Tegernsee GmbH, Munich  
 GAT-Golf am Tegernsee GmbH & Co. Grundstücksverwaltungs KG, Waakirchen am Tegernsee  
 GEFI Gesellschaft für Mobilien-Leasing und Finanzierungsvermittlung mbH, Berlin  
 Gifa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Golf-Club Margarethenhof am Tegernsee GmbH & Co. KG, Munich  
 Golf-Club Margarethenhof am Tegernsee Verwaltungs GmbH, Munich  
 Golf und Land Club Gut Kaden GmbH, Frankfurt am Main  
 gr Grundstücks GmbH Objekt Corvus, Frankfurt am Main  
 gr Grundstücks GmbH Objekt Corvus & Co. Besitzgesellschaft Westend-Center, Frankfurt am Main  
 Grundstücksgesellschaft Grafenberger Allee mbH, Düsseldorf  
 Grundstücksgesellschaft Otto-Hahn-Strasse mbH, Düsseldorf  
 Grundstücksvermietungsgesellschaft Wilhelmstrasse mbH, Cologne  
 Grundstücksverwaltungsgesellschaft Objekt Geislingen mbH, Frankfurt am Main  
 Haba Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Hochhaus und Hotel Riesenfürstenhof Aufbaugesellschaft mbH, Frankfurt am Main  
 Hypotheken-Verwaltungs-Gesellschaft mbH, Berlin  
 Immobilien-Gesellschaft in Lübeck GmbH, Lübeck  
 Interleasing Dello Hamburg GmbH, Hamburg  
 IZI Bielefeld Informations-Zentrum Immobilien GmbH, Bielefeld  
 IZI Dortmund Informations-Zentrum Immobilien GmbH, Dortmund  
 Kalfa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Kapital-Beteiligungs- und Verwaltungsgesellschaft Norden mbH, Lübeck  
 Köfa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Heinz Langer Versicherungsdienst GmbH, Stuttgart  
 LUPIA Beteiligungsgesellschaft mbH, Düsseldorf  
 Mago Beteiligungsgesellschaft mbH, Frankfurt am Main  
 "modernes Frankfurt" private Gesellschaft für Stadtentwicklung mbH, Frankfurt am Main  
 MUSTANG GmbH, Künzelsau  
 Nofa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Nordhamburgische Bauträgergesellschaft mbH, Hamburg  
 Pafa Beteiligungsgesellschaft mbH, Frankfurt am Main

Peina Grundstücksverwaltungsgesellschaft mbH, Düsseldorf  
 Rana Beteiligungsgesellschaft mbH, Berlin  
 Riefa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Rofa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Saarländische Immobilien-Gesellschaft mbH, Saarbrücken  
 SB Bauträger GmbH, Frankfurt am Main  
 SB Bauträger GmbH & Co. Urbis Hochhaus-KG, Frankfurt am Main  
 SB Bauträger GmbH & Co. Urbis Verwaltungs-KG, Frankfurt am Main  
 Schiffsbetriebsgesellschaft Brunswik mbH, Kiel  
 Schisa Grundstücksverwaltungsgesellschaft mbH, Düsseldorf  
 Sefa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Selektta Grundstücksverwaltungsgesellschaft mbH, Düsseldorf  
 Sifa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Stafa Beteiligungsgesellschaft mbH, Frankfurt am Main  
 Tauernallee Grundstücksgesellschaft mbH, Berlin  
 Terraingesellschaft Gross-Berlin GmbH, Berlin  
 Transgermania Verwaltungsgesellschaft mbH, Hamburg  
 Franz Urbig- und Oscar Schlitter-Stiftung GmbH, Frankfurt am Main  
 VG-Verwaltungsgesellschaft für US-Immobilienanlagen mbH, Frankfurt am Main  
 Westend Grundstücksgesellschaft mbH, Lübeck  
 WfG Deutsche Gesellschaft für Wagniskapital mbH, Frankfurt am Main  
 WIBA Immobilien- und Industrievermittlungs-GmbH, Heidelberg  
 Wohnbau-Beteiligungsgesellschaft mbH, Lübeck  
 Wohnungsbaugesellschaft Lubeca GmbH, Lübeck  
 Martin Zimmer Finanzierungsvermittlungen, Beteiligungen und Versicherungsmakler GmbH, Cologne  
 Martin Zimmer Immobilien GmbH, Cologne  
 Martin Zimmer Vermietungs- und Immobilienmanagement GmbH, Cologne  
 Martin Zimmer Vertriebs GmbH, Cologne

Foreign Group companies with an overall balance sheet total - according to the last available Statement of Accounts - of DM 562.1 m. (1.1% of the aggregate consolidated balance sheet total) were similarly not consolidated owing to minor importance. DB Handels- und Beteiligungsgesellschaft m.b.H., Vienna, was no longer consolidated as this company had discontinued active business operations.

The following domestic companies and the companies listed in sections A.3 and B.3 of the list of shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 Commercial Code are not under the uniform direction of Deutsche Bank AG and are therefore not eligible for consolidation:

Bahn-Grund Projektentwicklungsgesellschaft München mbH, Munich  
 Bavaria Filmverleih- und Produktions-GmbH, Munich  
 Related companies of Roland Berger & Partner Holding GmbH, Munich  
 Futura Beteiligungs-GmbH, Bielefeld  
 Related companies of Intertractor Aktiengesellschaft, Gevelsberg  
 Leasinggesellschaft für Energieinvestitionen mbH, Wuppertal  
 Leasinggesellschaft für Kraftwerkanlagen mbH, Wuppertal

No business transactions capable of materially affecting the situation of Deutsche Bank AG were registered at these companies. Business relations with these companies do not go beyond the normal services provided by the Group.

## Principles of consolidation

The consolidated balance sheet and profit and loss account are based on the special sheet published for banks in the legal form of "Aktiengesellschaft" (joint stock corporation). This sheet is supplemented by the typical items in mortgage bank business deriving from the special sheets for mortgage banks and ship mortgage banks. The items relating to mortgage bank business also include the figures of Europäische Hypothekenbank S.A., Luxembourg, insofar as the reporting criteria are fulfilled.

The assets and liabilities of Lebensversicherungs-AG der Deutschen Bank and the expenses and income typical of life insurance business are reported in summary items after internal offsetting within the Group.

The Consolidated Statement of Accounts was drawn up in accordance with the provisions of the Joint Stock Corporation Act of 1965 in the version in effect before the Balance Sheet Directives Act of 19. 12. 1985 came into force, while the individual state-

ments of accounts of domestic Group companies were drawn up in accordance with the provisions of the Commercial Code in the version as amended by the Balance Sheet Directives Act and those of foreign Group companies in accordance with the provisions in force in the respective country of domicile.

The figures shown in the individual balance sheets were taken over unchanged into the consolidated balance sheet unless, in individual cases, adjustments to German accounting provisions were required. Interim statements as at 31. 12. 1990 were drawn up pursuant to § 331 (3) Joint Stock Corporation Act (old version) for 23 companies with a different financial year. Their structure, insofar as the companies concerned are domestic enterprises, complies with the provisions of the Commercial Code. The statements of the foreign companies were converted at the exchange rates valid on balance sheet date (Frankfurt mid-rates).

The book values of the holdings in consolidated companies were offset against the respective proportions of the subsidiaries' capital, capital reserves and revenue reserves. The difference is shown as the balance arising from consolidation and is included in capital and reserves.

Claims and liabilities between consolidated members of the Group were offset. Insofar as consolidated companies' balance sheets contain provisions which represent adjustments for the Group, these amounts were converted and the corresponding assets adjusted accordingly. In the Consolidated Profit and Loss Account, the income shown in the individual statements of accounts, insofar as it represents compensation for mutual services of the consolidated companies - almost exclusively interest and commissions - has been offset against the respective expenses. Intercompany profits were eliminated.

Amounts received by the parent company during the year under review from holdings in consolidated members of the Group and representing distributions from the profits of the preceding year were included under profit brought forward; the tax credits received were not taken into account in these distributed profits or in the Group's tax expenses.

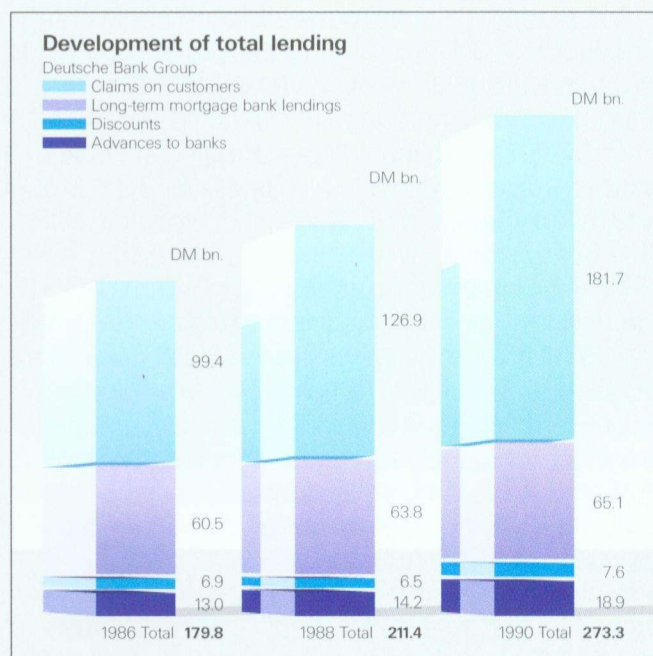
## Notes to the Consolidated Balance Sheet

### Business volume

Group business volume was up by DM 55.8 bn. to DM 404.7 bn. in 1990. The growth of 16.0 % was attributable primarily to the strong expansion at Deutsche Bank AG and to the newly-consolidated companies of the Morgan Grenfell Group which contributed a business volume equivalent to DM 20.4 bn.

### Total credit extended

Total credit extended (excl. guarantees and letters of credit) increased by DM 39.5 bn. (+ 16.9 %) compared with the end of 1989 to DM 273.3 bn. The growth was mainly in claims on customers, which rose by DM 35.0 bn. to DM 181.7 bn. Customers showed preference for short and medium-term loans. These lendings grew to DM 102.3 bn., an in-



crease of DM 26.4 bn. over the previous year. Long-term claims on customers expanded by DM 8.6 bn. to DM 79.4 bn., with their share of total claims on customers falling to 43.7 % (end of 1989: 48.3 %).

Total credit extended	End of 1990		End of 1989		Change	
	DM m.	% share	DM m.	% share	DM m.	%
Claims on customers						
short and medium-term	102,282	37.4	75,891	32.5	+ 26,391	= 34.8
long-term (4 years or more)	79,391	29.1	70,791	30.3	+ 8,600	= 12.1
	<u>181,673</u>	<u>66.5</u>	<u>146,682</u>	<u>62.8</u>	<u>+ 34,991</u>	<u>= 23.9</u>
Long-term mortgage bank lendings	65,126	23.8	64,639	27.6	+ 487	= 0.8
Discounts	7,621	2.8	7,781	3.3	- 160	= 2.1
Lendings to banks						
short and medium-term	9,626	3.5	6,068	2.6	+ 3,558	= 58.6
long-term (4 years or more)	9,278	3.4	8,611	3.7	+ 667	= 7.7
	<u>18,904</u>	<u>6.9</u>	<u>14,679</u>	<u>6.3</u>	<u>+ 4,225</u>	<u>= 28.8</u>
Total credit extended	<u>273,324</u>	<u>100.0</u>	<u>233,781</u>	<u>100.0</u>	<u>+ 39,543</u>	<u>= 16.9</u>

Total lendings to corporate customers were up DM 26.3 bn. to DM 135.7 bn. At the end of 1990, lendings to private customers totalled DM 84.2 bn., which was DM 5.9 bn. more than at the end of 1989.

At DM 67.7 bn., the volume of building loans extended in mortgage bank business and at Group commercial banks was DM 3.1 bn. higher than the year before.

At all companies included in the Group, commitments in lending business were valued with unchanged care. Provision was made for all discernible risks – both for individual borrowers and for country risks – by the formation of adjustments and provisions in accordance with uniform standards applied throughout the Group. Account was taken of latent risks through the formation of collective adjustments.

## Securities

Securities holdings in the Group were valued uniformly in accordance with the strict "lower of cost and market" principle.

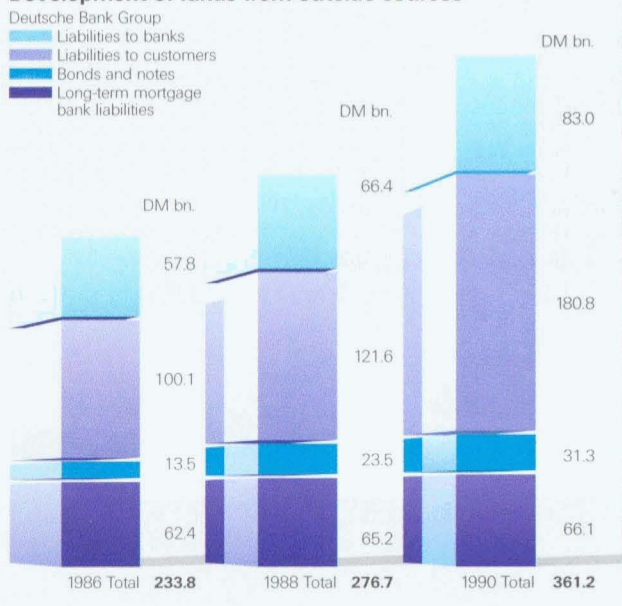
## Funds from outside sources

Group funds from outside sources expanded by DM 48.6 bn. (+ 16%) to DM 361.2 bn. in the year under review.

DM 39.4 bn. of this increase was attributable to customers' deposits, which amounted to DM 180.8 bn. at the end of 1990. The volume of short and medium-term time deposits showed particularly strong growth, rising by DM 23.1 bn. Demand deposits climbed by DM 10.6 bn. to DM 51.7 bn.

<i>Funds from outside sources</i>	End of 1990		End of 1989		Change	
	DM m.	% share	DM m.	% share	DM m.	%
Liabilities to banks						
payable on demand .....	24,327	6.8	21,929	7.1	+ 2,398	= 10.9
time deposits .....	58,612	16.2	56,870	18.2	+ 1,742	= 3.1
customers' drawings on other banks .....	47		79		+ 32	= 40.7
	<u>82,986</u>	<u>23.0</u>	<u>78,878</u>	<u>25.3</u>	<u>+ 4,108</u>	<u>= 5.2</u>
Liabilities to customers						
payable on demand .....	51,709	14.3	41,069	13.1	+ 10,640	= 25.9
time deposits .....	91,435	25.3	67,719	21.7	+ 23,716	= 35.0
savings deposits .....	<u>37,615</u>	<u>10.4</u>	<u>32,566</u>	<u>10.4</u>	<u>+ 5,049</u>	<u>= 15.5</u>
	<u>180,759</u>	<u>50.0</u>	<u>141,354</u>	<u>45.2</u>	<u>+ 39,405</u>	<u>= 27.9</u>
Bonds and notes .....	31,280	8.7	27,266	8.7	+ 4,014	= 14.7
Long-term mortgage bank liabilities .....	<u>66,126</u>	<u>18.3</u>	<u>65,008</u>	<u>20.8</u>	<u>+ 1,118</u>	<u>= 1.7</u>
<i>Total funds from outside sources</i> .....	<u>361,151</u>	<u>100.0</u>	<u>312,506</u>	<u>100.0</u>	<u>+ 48,645</u>	<u>= 15.6</u>

### Development of funds from outside sources



Savings deposits rose by DM 5.0 bn. to DM 37.6 bn. Savings deposits subject to the legal period of notice increased by DM 3.7 bn.

Liabilities to banks amounted to DM 83.0 bn. at the end of 1990. The growth of DM 4.1 bn. versus the year before is attributable to the newly-consolidated Morgan Grenfell companies.

### Miscellaneous liabilities

Liabilities for possible calls on not fully paid-up shares in public and private limited companies, insofar as they are not shown on the liabilities side, came to DM 163 m. Joint liabilities pursuant to § 24 GmbH Act amounted to DM 48 m. Where we have other joint liabilities, the standing of the co-shareholders is beyond doubt in all cases.

In connection with the holding in Liquiditäts-Konsortialbank GmbH, Frankfurt am Main, there are Group obligations to pay further capital of up to DM 64 m. and a proportional contingent liability to fulfil the capital obligations of other shareholders who are also members of the Bundesverband deutscher Banken e.V., Cologne. The obligations to pay further capital on other holdings came to DM 2 m. on 31.12.1990. Funds taken up for specific projects in the sum of DM 10,645 m., which are included under liabilities to customers and banks and were provided, for the most part, by Kreditanstalt für Wiederaufbau, Frankfurt am Main, were passed on to the borrowers at the conditions stipulated by the lenders. At the end of 1990, assets and security items provided to us in the sum of DM 1,113 m. were tied up in connection with loans raised. Legal stipulations required the provision of security in connection with the business activity of the foreign branches of Deutsche Bank AG in the amount of DM 190 m. Securities in the value of DM 250 m. serve as collateral for securities lending operations and for deals on the German Futures and Options Exchange.

In connection with the sale of Klöckner & Co AG, Duisburg, there are contingent liabilities totalling DM 180 m.

Furthermore, we refer to the declaration of backing which appears in the Notes to the Annual Statement of Accounts of Deutsche Bank AG for certain banks and associated companies.

Claims on and liabilities to related enterprises do not refer to consolidated companies.

## Consolidated Profit and Loss Account

### Income on business volume

Income on business volume (net interest income), including the surplus on leasing business (balance of income from leasing business, normal depreciation of leasing equipment and other expenses from leasing business), rose by 19.2 % to DM 9,084 m.

The incremental income stemmed in the main from the strong growth of average business volume. The improvement of 0.06 percentage points in the interest margin to 2.26 % also contributed to the increase in net interest income.

### Income on services business

The surplus on commissions and other service charges received (incl. income from life insurance business) was increased by 29.5 % to DM 3,611 m. All services sectors contributed to this growth. A significant part of the increment was attributable to newly-consolidated companies.

### Staff and other operating expenses

Staff and other operating expenses came to DM 8,165 m. Over half of the strong increase of 24.9 % was related to the newly-consolidated subsidiaries and to the inclusion of the branches in the new federal states. Adjusted for these factors, the growth of staff and other operating expenses in the Group was 9.3 %.

Staff expenses came to DM 5,433 m. (+ 22.7 %) and general operating expenses to DM 2,278 m. (+ 32.5 %). Staff and other operating expenses include normal depreciation on land and buildings and on office furniture and equipment of DM 454 m. (+ 17.0 %).

### Partial operating profit

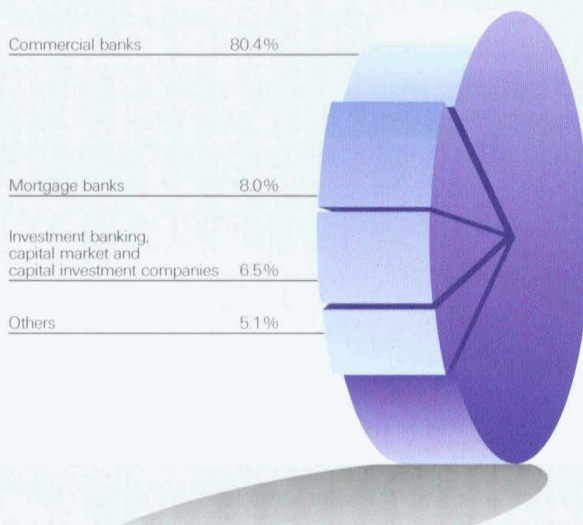
The partial operating profit excluding own-account trading improved 17.0 % to DM 4,530 m.

### Operating profit

The Group operating profit rose by DM 453 m. (+ 9.7 %) to DM 5,126 m. despite much lower profits on own-account trading.

#### Breakdown of aggregate operating profit in 1990

Deutsche Bank Group



### **Write-downs of and adjustments to claims and securities, transfers to provisions for possible loan losses**

After the full offsetting of securities profits and income from written-back adjustments allowed pursuant to § 4 of the Order concerning Banks' Statements of Accounts, write-downs of and adjustments to claims and securities and transfers to provisions for possible loan losses are reported at DM 2,351 m. (1989: DM 387 m.).

Expenses were influenced by increased provisioning for domestic and foreign lending business. Provisions for country risks were further strengthened. In addition, owing to the continued strict application of the "lower of cost and market" principle, securities had to be written down after the price falls on the international stock markets.

### **Other income, including income from the writing back of provisions for possible loan losses**

After the above offsetting, "Other income" is reported at DM 978 m. (previous year: DM 500 m.).

### **Taxes**

Taxes on income and assets came to DM 1,288 m. The decrease is due to the lower pre-tax profit and to the reduction of the corporation tax rate for German companies.

### **Profit, capital and reserves**

Net income for 1990 came to DM 1,067.5 m. (previous year: DM 1,339.9 m.). The main reason why the Group had lower net income than the parent is the consolidation of the special distribution by Deutsche Bank Berlin AG, resulting from the writing back of reserves.

Including profit brought forward from 1989 in the amount of DM 88.7 m. and after withdrawals from tied reserves and revenue reserves totalling DM 422.1 m., the addition to reserves of DM 749.3 m. and deduction of minority interests in profit in the amount of DM 42.7 m., consolidated profit came to DM 786.3 m. (1989: DM 777.5 m.).

According to the profit appropriation proposals, DM 628.6 m. (previous year: DM 568.1 m.) is to be distributed to the shareholders of Deutsche Bank AG and to minority shareholders in subsidiaries. In addition, DM 190.4 m. is to be added to revenue reserves from consolidated profit on the basis of resolutions by the General Meetings of subsidiaries.

The offsetting of the book values of subsidiaries, associated companies and trade investments with the proportionate shares of subsidiaries' capital and reserves, with assets-side and liabilities-side differences netted, resulted in a net assets-side balance arising from consolidation in the amount of DM 310.6 m. at the end of 1990. As at 31.12.1989 there had been a reserve arising from consolidation of DM 1,253.0 m. The change in the balance arising from consolidation is mainly due to the first-time consolidation of the companies of the Morgan Grenfell Group and withdrawals from reserves at subsidiaries.

Minority interests of DM 365.4 m. include profits of DM 27.1 m.; DM 338.3 m. of this item therefore has equity character.

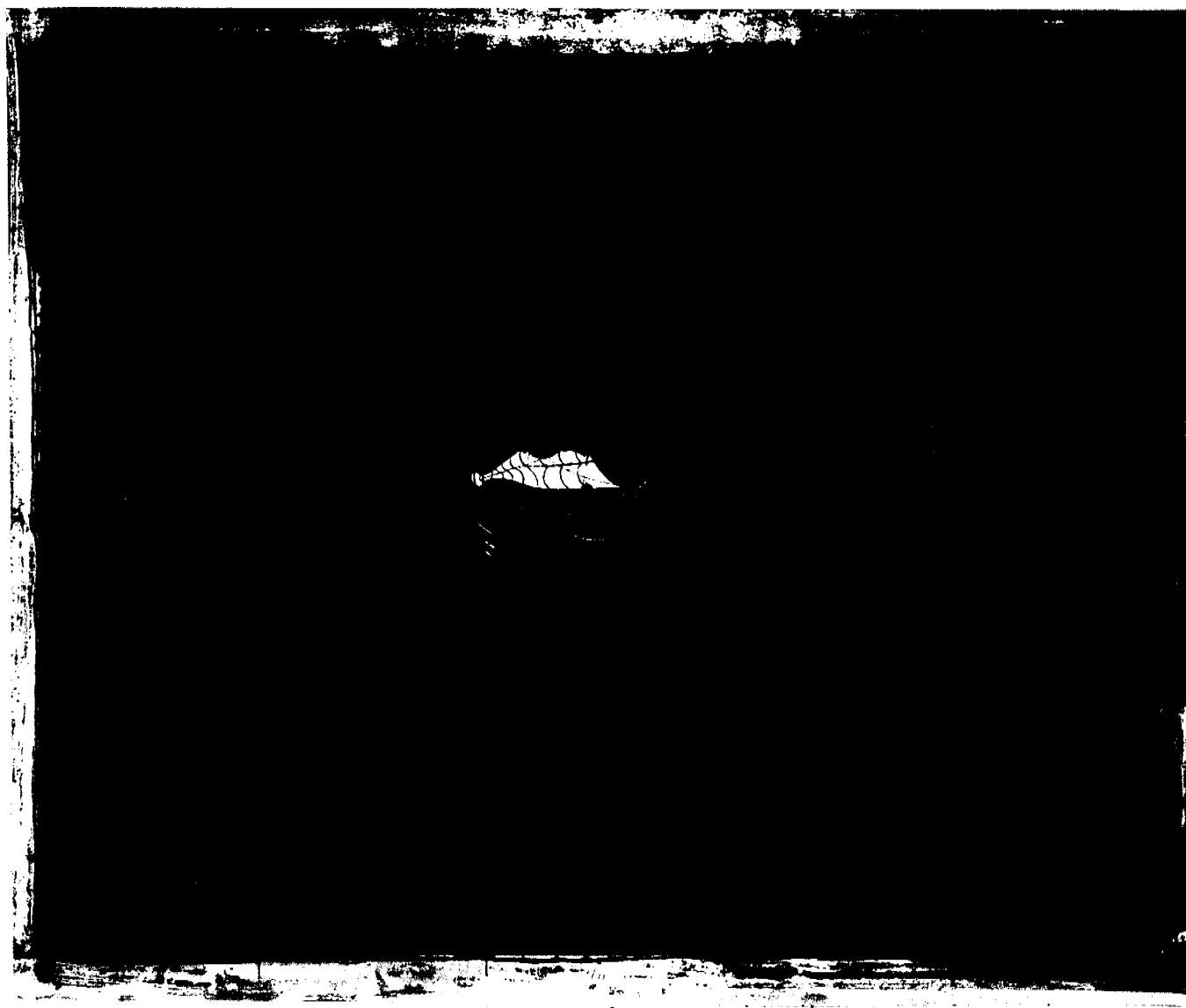
Total Group capital and reserves were raised in 1990 by DM 1,198.9 m. to DM 15,566.0 m. They are made up as follows:

	End of 1990 DM m.	End of 1989 DM m.
Subscribed capital . . . . .	2,206.7	1,988.2
Capital reserve . . . . .	9,350.4	7,445.2
Revenue reserves . . . . .	<u>3,981.2</u>	<u>3,363.4</u>
<i>Capital and reserves of Deutsche Bank AG . . .</i>	15,538.3	12,796.8
Reserve arising from consolidation . . . . .	—	1,253.0
Minority interests . . . . .	<u>338.3</u>	<u>317.3</u>
	15,876.6	14,367.1
Assets-side balance arising from consolidation . . . . .	<u>310.6</u>	—
<i>Total Group capital and reserves . . . . .</i>	<u><u>15,566.0</u></u>	<u><u>14,367.1</u></u>

After the additions to reserves on the basis of resolutions taken by subsidiaries' General Meetings, Group capital and reserves will amount to DM 15.8 bn. The participatory certificates with warrants issued in February 1991 gave the Group additional liable capital pursuant to the German Banking Act of DM 1.44 bn.

Frankfurt am Main, March 1991

The Board of Managing Directors



# Assets

# Deutsche Bank Aktiengesellschaft

	in DM 1,000	in DM 1,000	31. 12. 1989 in DM 1,000
Cash on hand . . . . .		1,727,221	1,006,341
Balance with Deutsche Bundesbank . . . . .		4,785,575	6,420,549
Balances on postal giro accounts . . . . .		27,817	16,553
Cheques, matured bonds, interest and dividend coupons, items received for collection . . . . .		488,507	530,811
Bills of exchange . . . . .		2,942,992	2,710,216
including:			
a) rediscountable at Deutsche Bundesbank . . . . . DM thou. 889,436			
b) own drawings . . . . . DM thou. 71,093			
Claims on banks			
a) payable on demand . . . . .	20,352,245		23,109,591
b) with original periods or periods of notice of			
ba) less than three months . . . . .	26,538,011		22,238,302
bb) at least three months, but less than four years . . . . .	37,207,888		26,192,071
bc) four years or more . . . . .	<u>9,432,180</u>		<u>8,627,066</u>
including:		93,530,324	80,167,030
used as cover by mortgage banks . . . . . DM thou. 722,000			
Treasury bills and discountable Treasury notes			
a) of the Federal and Länder Governments . . . . .	348,869		521,815
b) of other issuers . . . . .	<u>3,638,054</u>		<u>4,647,208</u>
		3,986,923	5,169,023
Bonds and notes			
a) with a life of up to four years			
aa) of the Federal and Länder Governments . . . . . DM thou. 346,190			
ab) of banks . . . . . DM thou. 2,453,242			
ac) of other issuers . . . . . DM thou. 1,798,055	4,597,487		2,956,252
including:			
eligible as collateral for Deutsche Bundesbank advances . . . . . DM thou. 1,506,427			
used as cover by mortgage banks . . . . . DM thou. 59,982			
b) with a life of more than four years			
ba) of the Federal and Länder Governments . . . . . DM thou. 5,267,996			
bb) of banks . . . . . DM thou. 4,135,947			
bc) of other issuers . . . . . DM thou. 6,647,530	<u>16,051,473</u>		<u>12,548,702</u>
including:		20,648,960	15,504,954
eligible as collateral for Deutsche Bundesbank advances . . . . . DM thou. 7,235,699			
used as cover by mortgage banks . . . . . DM thou. 742,360			
Securities not to be shown elsewhere			
a) shares marketable on a stock exchange and investment fund certificates . . . . .	6,856,495		5,897,976
b) other . . . . .	<u>325,154</u>		<u>585,016</u>
including: holdings of more than one tenth of the shares of a joint stock corporation or a mining company, unless shown as Subsidiaries, associated companies and trade investments . . . . . DM thou. 685,475		7,181,649	6,482,992
Carried forward		135,319,968	118,008,469

# Consolidated Balance Sheet as of December 31, 1990

## Liabilities

	in DM 1,000	in DM 1,000	in DM 1,000	31. 12. 1989 in DM 1,000
<b>Liabilities to banks</b>				
a) payable on demand		24,327,117		21,929,197
b) with original periods or periods of notice of				
ba) less than three months	19,499,776			
bb) at least three months, but less than four years	27,010,309			
bc) four years or more	<u>12,101,148</u>	58,611,233		56,869,360
including: due in less than four years	DM thou. 9,926,708			
c) customers' drawings on other banks		<u>47,047</u>	82,985,397	79,271
				78,877,828
<b>Liabilities to customers</b>				
a) payable on demand		51,708,839		41,068,497
b) with original periods or periods of notice of				
ba) less than three months	54,495,462			
bb) at least three months, but less than four years	24,679,082			
bc) four years or more	<u>12,260,510</u>	91,435,054		67,719,139
including: due in less than four years	DM thou. 10,117,141			
c) savings deposits				
ca) subject to legal period of notice	22,221,548			
cb) other	<u>14,270,113</u>	36,491,661		31,950,138
d) building savings deposits		<u>1,123,789</u>		616,185
			180,759,343	141,353,959
<b>Bonds and notes with a life of</b>				
a) up to four years		528,041		668,336
b) more than four years		<u>30,751,619</u>		26,598,211
including: maturing in less than four years	DM thou. 20,987,434		31,279,660	27,266,547
<b>Bonds issued by mortgage banks</b>				
a) mortgage bonds		28,214,686		27,914,572
including: registered bonds	DM thou. 12,468,668			
b) ship mortgage bonds		45,125		125,130
including: registered bonds	DM thou. 45,125			
c) communal bonds		29,243,531		29,449,564
including: registered bonds	DM thou. 11,171,640			
d) other bonds in accordance with Section 5 (1) 4c of the Mortgage Bank Act		2,593,911		1,487,809
including: registered bonds	DM thou. —			
e) bonds drawn and called for redemption		<u>215,241</u>		325,090
including: maturing or to be taken back in less than four years	DM thou. 29,843,404		60,312,494	59,302,165
further:				
registered mortgage bonds given to lender as security for loans taken up	DM thou. 1,081,090			
registered ship mortgage bonds	DM thou. 2,653			
and registered communal bonds	DM thou. 893,443			
<b>Bonds to be delivered</b>			498,727	834,644
Carried forward			355,835,621	307,635,143

# Assets

# Consolidated Balance Sheet

	in DM 1,000	in DM 1,000	31. 12. 1989 in DM 1,000
Brought forward		135,319,968	118,008,469
Claims on customers with original periods or periods of notice of			
a) less than four years	102,282,104		75,890,609
including:			
used as cover by mortgage banks	DM thou. 741,596		
on building savers			
relating to closing fees	DM thou. 3,401		
b) four years or more	79,391,393		70,790,961
including:			
ba) secured by mortgages on real estate	DM thou. 13,377,274	181,673,497	146,681,570
bb) communal loans	DM thou. 1,957,824		
bc) building loans of the building			
and loan association	DM thou. 16,114		
due in less than four years	DM thou. 35,789,561		
Mortgage bank lendings with original periods of four years or more			
a) mortgages	32,492,279		31,873,556
used as cover	DM thou. 28,603,536		
b) ship mortgages	739,074		586,848
used as cover	DM thou. 398,079		
c) communal loans	30,746,736		31,036,162
used as cover	DM thou. 30,333,599		
d) other	35,111		8,880
including: to banks	DM thou. 5,907,116	64,013,200	63,505,446
Accrued interest on long-term mortgage bank lendings			
a) pro rata interest	1,042,922		1,050,292
b) interest due after October 31, 1990 and on January 2, 1991	70,253		83,371
c) interest arrears	76		1
Recovery claims on Federal and Länder authorities		1,113,251	1,133,664
under Currency Reform Acts		133,373	158,893
including:			
used as cover by mortgage banks	DM thou. 11,785		
Loans on a trust basis at third party risk		2,123,794	582,067
Subsidiaries, associated companies and trade investments		3,624,982	4,381,864
including: investments in banks	DM thou. 219,932		
Land and buildings		1,708,549	1,517,932
including: taken over in mortgage bank business	DM thou. 4,957		
Office furniture and equipment		1,023,691	826,234
Leasing equipment			
a) land and buildings	295,826		236,666
b) movables	4,809,273		4,118,131
Bonds and notes issued by consolidated companies		5,105,099	4,354,797
nominal amount	DM thou. 1,776,154	1,738,719	1,501,956
Other assets		1,466,180	792,637
Assets of the life insurance company		146,890	64,609
Deferred items			
a) difference in accordance with Section 250 (3) of the Commercial Code	152,729		155,054
b) from the mortgage banks' issue			
and loan business	164,915		159,411
c) other	340,737		159,389
Balance arising from capital consolidation		658,381	473,854
		310,631	—
<b>Total Assets</b>		<b>400,160,205</b>	<b>343,983,992</b>
Total Assets and the recourse claims from the contingent liabilities shown below the line on the liabilities side include:			
a) claims on related companies		697,546	891,573
b) claims arising from loans falling under Section 15 (1) 1-6 and (2) of the Banking Act, unless included under a)		953,095	893,084

**as of December 31, 1990**
**Liabilities**

	in DM 1,000	in DM 1,000	in DM 1,000	31. 12. 1989 in DM 1,000
Brought forward			355,835,621	307,635,143
Loans taken up by mortgage banks, with original periods or periods of notice of four years or more				
a) from banks		539,748		371,529
b) other		<u>2,531,441</u>		<u>2,314,395</u>
including:			3,071,189	2,685,924
with partial liability	DM thou. 26			
due in less than four years	DM thou. 741,716			
Accrued interest on bonds issued and loans taken up by mortgage banks				
a) pro rata interest		2,044,303		1,940,624
b) interest due (including interest due on January 2, 1991)		<u>199,538</u>		<u>244,482</u>
			2,243,841	2,185,106
Own acceptances and promissory notes outstanding			8,116,797	5,149,275
Loans on a trust basis at third party risk			2,123,794	582,067
Provisions				
a) for pensions		2,832,397		2,613,787
b) other		<u>5,956,782</u>		<u>5,114,258</u>
			8,789,179	7,728,045
Provisions in insurance business			104,575	7,952
Other liabilities of the life insurance company			15,886	8,449
Other liabilities			571,713	387,178
Franz Urbig- und Oscar Schlitter-Stiftung				
Endowment assets		7,073		7,014
less investments in securities		<u>6,997</u>		<u>6,998</u>
			76	16
Deferred items				
a) from the mortgage banks' issue and loan business		359,028		334,250
b) other		<u>2,197,341</u>		<u>1,859,835</u>
			2,556,369	2,194,085
Special items with partial reserve character				
a) in accordance with the Tax Act regarding Developing Countries		122		1,436
b) in accordance with Section 6b of the Income Tax Act		—		103,196
c) in accordance with Section 52 (5) of the Income Tax Act		1,775		2,347
d) in accordance with Section 31 (3) of the Berlin Promotion Act		12,864		—
e) replacements reserve		—		1,992
f) in accordance with Section 3 of the Foreign Investment Act		1,340		14,363
g) in accordance with the administrative regulations on the cancellation of general provisions for possible loan losses and loan discountings		22,372		129,046
h) under foreign law		<u>2,664</u>		<u>5</u>
			41,137	252,385
Subscribed capital (bearer shares)			2,206,674	1,988,224
Conditional capital DM thou. 513,237				
Capital reserve			9,350,445	7,445,228
Revenue reserves				
a) legal reserve		25,000		25,000
b) other revenue reserves		<u>3,956,181</u>		<u>3,338,381</u>
			3,981,181	3,363,381
Reserve arising from consolidation			—	1,253,048
Minority interests			365,403	340,966
including: from profit	DM thou. 27,128			
Consolidated profit			786,325	777,520
<b>Total Liabilities</b>			<b>400,160,205</b>	<b>343,983,992</b>
Own drawings in circulation			97,237	70,475
including: those discounted for borrowers' account	DM thou. 83,341			
Endorsement liabilities on rediscounted bills of exchange			4,437,594	4,802,445
Contingent liabilities from guarantees, including guarantees for bills and cheques, and from indemnity agreements			32,930,932	27,539,701
Commitments (not to be shown under liabilities) from the sale of assets subject to repurchase agreements			—	—
Total Liabilities, together with contingent liabilities and other commitments shown below the line, include liabilities to related companies of			382,507	467,267

## Expenses

## Consolidated Profit and Loss Account

	in DM 1,000	in DM 1,000	1989 in DM 1,000
Interest and similar expenses . . . . .		18,856,437	13,473,759
Mortgage banks' interest expenses from			
a) mortgage bonds . . . . .	1,878,898		1,853,987
b) ship mortgage bonds . . . . .	6,133		13,683
c) communal bonds . . . . .	1,996,047		2,073,566
d) other bonds in accordance with Section 5 (1) 4c of the Mortgage Bank Act . . . . .	138,274		87,006
e) loans taken up . . . . .	<u>209,843</u>		<u>191,834</u>
		4,229,195	4,220,076
Commissions and similar service charges paid . . . . .		259,448	196,199
Non-recurrent expenses in the mortgage banks' issue and loan business . . . . .		85,481	88,773
Expenses for life insurance business . . . . .		108,526	4,172
Write-downs of and adjustments to claims and securities, transfers to provisions for possible loan losses . . . . .		2,350,823	387,322
Salaries and wages . . . . .		4,123,086	3,335,055
Compulsory social security contributions . . . . .		611,140	524,513
Expenses for pensions and other employee benefits . . . . .		698,598	568,205
General operating expenses . . . . .		2,277,866	1,719,566
Depreciation of and adjustments to land and buildings and office furniture and equipment . . . . .		628,645	541,757
Write-downs of and adjustments to subsidiaries, associated companies and trade investments . . . . .		172,052	15,873
Depreciation of leasing equipment . . . . .		1,543,514	1,398,940
Other expenses for leasing business . . . . .		105,433	51,231
Taxes			
a) on income and assets . . . . .	1,288,063		2,129,267
b) other . . . . .	<u>82,813</u>		<u>63,607</u>
		1,370,876	2,192,874
Expenses from assumption of loss . . . . .		2,327	6,830
Allocations to Special items with partial reserve character . . . . .		43,018	116,185
Other expenses . . . . .		587,117	317,269
Net income for the year . . . . .		1,067,465	1,339,936
<b>Total Expenses</b>		<b>39,121,047</b>	<b>30,498,535</b>

Net income for the year . . . . .  
Profit brought forward from the previous year . . . . .

Withdrawal from capital reserve  
  Organization fund of Lebensversicherungs-AG der Deutschen Bank . . . . .  
Withdrawals from other revenue reserves at consolidated companies . . . . .  
Allocation to capital reserve at a consolidated company . . . . .  
Allocations to revenue reserves  
  a) Deutsche Bank Aktiengesellschaft . . . . .  
  b) consolidated companies . . . . .

Profit attributable to minority interests . . . . .  
Consolidated profit . . . . .

Frankfurt am Main, March 12, 1991

**Deutsche Bank Aktiengesellschaft**

The Board of Managing Directors

*Breuer    Burgard    Cartollieri    Craven*  
*Endres    van Hooven    Kopper    Krumnow*  
*Krupp    Schmitz    Schneider-Lenné    Weiss    Zapp*  
*von Boehm-Bezing*

## Income

		1989
in DM 1,000	in DM 1,000	in DM 1,000
	1,067,465	1,339,936
	<u>88,680</u>	<u>66,777</u>
	1,156,145	1,406,713
	41,695	—
	380,413	—
	981	—
617,800		450,000
<u>130,470</u>		<u>154,308</u>
	<u>748,270</u>	<u>604,308</u>
	829,002	802,405
	<u>42,677</u>	<u>24,885</u>
	<u>786,325</u>	<u>777,520</u>

Dr. Fliess  
Wirtschaftsprüfer

# Figures from the Consolidated Balance Sheet and Profit and Loss Account for the period 1967–1990

## Consolidated Balance Sheet

– Amounts in DM millions –

	End of	1990	1989	1988	1987	1986	1985
<b>Assets</b>							
Cash reserve		6,541	7,443	4,798	8,189	6,891	7,956
Bills of exchange		2,943	2,710	2,279	2,179	2,039	2,210
Claims on banks		93,530	80,167	68,779	53,167	51,660	43,741
Treasury bills and discountable Treasury notes		3,987	5,169	3,881	3,129	2,337	1,985
Bonds and notes		20,649	15,505	15,761	13,016	15,088	14,445
Securities not to be shown elsewhere		7,182	6,483	5,479	5,282	4,921	2,825
Claims on customers		181,673	146,682	126,943	109,147	99,441	96,123
short and medium-term		102,282	75,891	64,543	54,550	51,319	53,836
long-term (4 years or more)		79,391	70,791	62,400	54,597	48,122	42,287
Long-term mortgage bank lendings		65,126	64,639	63,751	62,230	60,459	56,953
Loans on a trust basis at third party risk		2,124	582	1,206	1,220	1,411	1,556
Subsidiaries, associated companies and							
trade investments		3,625	4,382	2,853	2,657	4,140	2,522
Land and buildings		1,709	1,518	1,412	1,390	1,120	1,062
Office furniture and equipment		1,024	826	815	828	762	647
Leasing equipment		5,105	4,355	3,787	2,149	1,645	1,476
Bonds and notes issued by consolidated companies		1,739	1,502	1,661	1,472	1,476	1,848
Balance arising from capital consolidation		310	—	—	—	—	—
Remaining assets		2,893	2,021	1,890	2,286	3,833	1,878
<b>Balance Sheet Total</b>		<b>400,160</b>	<b>343,984</b>	<b>305,295</b>	<b>268,341</b>	<b>257,223</b>	<b>237,227</b>
<b>Liabilities</b>							
Liabilities to banks		82,986	78,878	66,429	55,018	57,762	57,450
including: time deposits		58,659	56,949	48,209	44,286	45,517	46,346
Liabilities to customers		180,759	141,354	121,569	106,031	100,134	90,331
including: time deposits		91,435	67,719	55,804	43,887	46,984	41,889
savings deposits		37,615	32,566	32,293	31,909	27,990	24,773
Bonds and notes		31,280	27,266	23,488	18,826	13,488	8,474
Long-term mortgage bank liabilities		66,126	65,008	65,254	64,141	62,367	59,314
Own acceptances and promissory							
notes outstanding		8,117	5,149	4,720	3,127	2,826	2,197
Provisions		8,789	7,728	7,356	6,369	6,564	5,866
for pensions		2,832	2,614	2,357	2,208	2,059	1,929
other		5,957	5,114	4,999	4,161	4,505	3,937
Subscribed capital		2,207	1,988	1,773	1,773	1,624	1,599
Capital reserve		9,350	7,445	5,490	5,490	4,145	3,904
Revenue reserves		3,981	3,363	2,913	2,513	2,513	2,242
Reserve arising from consolidation		—	1,253	1,110	844	1,431	1,257
Minority interests (excl. from profits)		338	318	214	229	330	390
Group capital and reserves		15,566*)	14,367	11,500	10,849	10,043	9,392
Remaining liabilities		5,441	3,456	4,287	3,353	3,345	3,594
Consolidated profit		786	778	692	627	694	609
<b>Balance Sheet total</b>		<b>400,160</b>	<b>343,984</b>	<b>305,295</b>	<b>268,341</b>	<b>257,223</b>	<b>237,227</b>
Own drawings in circulation (discounted)		83	51	50	33	32	13
Endorsement liabilities		4,438	4,803	3,970	3,891	4,679	5,487
<b>Business Volume</b>		<b>404,681</b>	<b>348,838</b>	<b>309,315</b>	<b>272,265</b>	<b>261,934</b>	<b>242,727</b>
Contingent liabilities from guarantees, etc.		32,931	27,540	25,259	21,084	19,381	20,249

\*) after offsetting with assets-side balance arising from capital consolidation

## Consolidated Profit and Loss Account

	for the year	1990	1989	1988	1987	1986	1985
Income on business volume (net interest income)		9,084	7,619	6,710	6,228	7,020	5,872
Income on services business*)							
(from 1989 incl. income from life insurance business)		3,611	2,788	2,421	2,213	1,848	1,609
Staff and other operating expenses		8,165	6,536	6,030	5,664	5,088	4,557
Taxes		1,371	2,193	2,030	971	1,624	1,684
Net income for the year		1,067	1,340	1,203	670	1,068	1,101
*) Figures up to 1986 not entirely comparable owing to change in reporting of re-allowances							
Number of staff at year's end		68,552	56,580	54,769	54,579	50,590	48,851

1984	1983	1982	1981	1980	1979	1975	1970	1967
6,650	5,915	5,972	7,138	8,006	10,199	5,106	3,021	1,553
2,471	2,582	2,127	2,620	3,075	2,535	7,076	4,332	4,009
42,750	40,006	43,261	42,308	33,549	31,776	15,587	4,317	2,269
1,154	1,351	1,162	615	613	549	189	409	1,704
13,539	11,226	8,395	6,890	6,933	5,928	2,433	1,803	943
3,155	2,793	2,345	2,265	2,174	2,020	1,538	1,331	1,047
100,206	88,112	81,047	79,768	73,050	63,427	35,160	17,186	9,015
61,685	53,814	49,365	44,674	37,833	32,086	21,052	10,353	6,860
38,521	34,298	31,682	35,094	35,217	31,341	14,108	6,833	2,155
53,372	49,443	46,005	41,653	38,148	33,995	19,528	3,517	—
1,235	999	988	1,924	1,727	1,378	783	146	228
648	560	556	602	647	619	374	302	138
1,004	965	945	839	868	872	739	407	286
490	390	352	325	306	300	208	133	78
1,094	1,006	995	898	865	801	468	—	—
1,571	1,607	2,101	1,809	1,724	995	411	67	—
—	—	—	—	—	—	—	—	—
2,937	3,213	2,924	2,759	2,909	2,691	1,939	1,427	863
232,276	210,168	199,175	192,413	174,594	158,085	91,539	38,398	22,133
60,753	56,804	56,812	56,427	53,059	46,561	21,574	7,598	3,168
50,206	47,406	48,274	47,305	44,765	39,862	16,373	4,526	1,500
88,387	78,323	72,791	73,671	65,114	59,687	41,571	24,460	17,010
41,501	35,147	31,681	34,730	27,102	22,889	10,469	7,976	4,133
23,695	23,955	23,912	22,998	22,243	21,475	18,367	9,030	6,542
7,505	5,888	5,592	4,199	4,595	5,554	1,220	—	—
56,362	51,978	48,382	43,074	38,597	35,081	20,444	3,656	—
2,422	2,017	1,473	1,446	1,184	631	217	110	15
5,244	4,640	3,866	3,417	2,911	2,619	1,460	626	431
1,805	1,669	1,475	1,446	1,312	1,185	844	408	327
3,439	2,971	2,391	1,971	1,599	1,434	616	218	104
1,469	1,356	1,356	1,232	1,114	1,114	900	480	400
2,903	2,449	2,448	2,075	1,720	1,720	1,076	161	41
1,863	1,713	1,570	1,566	1,564	1,444	1,024	719	609
1,083	889	851	765	732	565	192	45	53
381	365	267	253	235	213	133	57	8
7,699	6,772	6,492	5,891	5,365	5,056	3,325	1,462	1,111
3,413	3,292	3,395	3,907	3,476	2,617	1,450	388	310
491	454	372	381	293	279	278	98	88
232,276	210,168	199,175	192,413	174,594	158,085	91,539	38,398	22,133
10	14	50	74	31	7	2	—	1
6,133	5,480	4,849	3,902	3,446	2,492	138	875	143
238,419	215,662	204,074	196,389	178,071	160,584	91,679	39,273	22,277
21,626	21,198	20,495	21,470	18,717	16,357	12,429	4,482	2,222
1984	1983	1982	1981	1980	1979	1975	1970	1967
5,765	5,597	4,930	4,295	3,538	3,022	2,167	1,048	513
1,350	1,257	1,020	996	892	785	580	274	338
4,238	3,952	3,557	3,272	3,052	2,735	1,944	989	608
1,241	1,238	977	818	735	665	417	121	139
674	654	343	412	457	427	391	131	140
47,873	47,256	45,618	44,800	44,128	43,942	40,839	36,957	—

## Shareholdings of Deutsche Bank AG pursuant to § 285 No. 11 CommC

	D: declaration of backing see p. 43	Share of capital total of which indirect (§ 16 (4) JSCA)				Capital and reserves millions	Result thousands	
<b>A. Banks and financing companies</b>								
<b>1. Consolidated</b>								
(* - for the first time)								
ALD AutoLeasing D GmbH, Hamburg	D	51	%	51	%	DM	79.0	12,741
Banca d'America e d'Italia S.p.A., Milan	D	98.61%				Lit	602,721.4	71,603,750
BAI Factoring S.p.A., Milan		100	%	100	%	Lit	6,089.3	741,188
BAI Leasing S.p.A., Milan		100	%	100	%	Lit	6,905.3	29,064
Banco Comercial Transatlántico, S.A., Barcelona	D	96.87%		—		Ptas.	20,366.7	1,445,281
Leasing Bancotrans, S.A., Barcelona		100	%	100	%	Ptas.	743.3	346,661
Banco de Montevideo, Montevideo	D	95.39%		—		U.N.\$	18,376.8	2,730,905
H. Albert de Bary & Co. N. V., Amsterdam	D	100	%			Guil.	191.8	11,500
Deutsche Bank (Asia Pacific) Ltd., Singapore*	D	100	%		—	S\$	67.4	5,570
Deutsche Bank Australia Ltd., Melbourne	D	100	%		0.01%	A\$	133.1	875
Deutsche Bank (Austria) Aktiengesellschaft, Vienna	D	100	%			AS	283.1	- 64,712
Deutsche Bank Bauspar-Aktiengesellschaft, Frankfurt am Main	D	98	%		—	DM	29.4	2,604
Deutsche Bank Berlin AG, Berlin	D	100	%		—	DM	890.6	203,600
Deutsche Bank (Canada), Toronto	D	100	%		—	Can.\$	94.6	8,158
Deutsche Bank Capital Corporation, New York	D	100	%			U.S.\$	103.0	318
Deutsche Bank Capital Markets Ltd., London	D	100	%		0.01%	£	77.0	8,848
Deutsche Bank do Investimento, S.A., Lisbon*	D	100	%		—	Esc.	3,842.1	342,068
Deutsche Bank Finance N. V., Curaçao/Netherlands Antilles	D	100	%			U.S.\$	5.9	877
Deutsche Bank Financial Inc., Dover/U.S.A.	D	100	%		—	U.S.\$	0.5	414
Deutsche Bank Lübeck Aktiengesellschaft vormals Handelsbank, Lübeck	D	92.28%				DM	128.7	11,750
Deutsche Bank Luxembourg S.A., Luxembourg	D	100	%		0.01%	LF	14,733.4	—
Deutsche Bank Saar AG, Saarbrücken	D	69.21%			—	DM	102.6	10,600
Deutsche Bank (Suisse) S.A., Geneva	D	100	%		0.01%	SF	114.2	450

	D: declaration of backing see p. 43	Share of capital				Capital and reserves millions	Result thousands
		total		of which indirect (\$ 16 (4) JSCA)			
DB (Belgium) Finance S. A./N. V., Brussels	D	100	%	0.01%	BF	2,445.3	37,973
DB Com S.p.A., Milan*	D	60	%	60 %	Lit	1,564.9	157,637
DB Export-Leasing GmbH, Frankfurt am Main	— <sup>1)</sup>	100	%	—	DM	0.05	124,558
DB Finanziaria S.p.A., Milan	D	100	%	—	Lit	5,076.1	240,020
DB Investments (GB) Ltd., London	D	100	%	0.01%	£	857.1	6,853
DB UK Finance p.l.c., London	D	100	%	0.01%	£	24.2	3,157
Deutsche Capital Management Australia Ltd., Melbourne	D	100	%	100 %	A\$	0.5	28
Deutsche Capital Markets Australia Ltd., Sydney	D	100	%	100 %	A\$	11.9	143
Deutsche Centralbodenkredit-Aktiengesellschaft, Berlin-Cologne	D	92.22%			DM	836.5	63,520
Deutsche Credit Corporation, Deerfield/U.S.A.	D	100	%		U.S.\$	55.5	3,192
Deutsche Finance (Netherlands) B.V., Amsterdam	D	100	%	—	Guil.	10.3	5,070
Deutsche Gesellschaft für Fondsverwaltung mbH, Frankfurt am Main	D	100	%	100 %	DM	53.3	20,706
Deutsche Gesellschaft für Immobilien-Leasing mbH, Cologne	D	100	%	100 %	DM	11.0	2,914
DWS Deutsche Gesellschaft für Wertpapiersparen mbH, Frankfurt am Main	D	93	%	3.39%	DM	176.5	42,503
Deutsche Grundbesitz-Investmentgesellschaft mbH, Frankfurt am Main*	D	60	%		DM	24.5	1,802
EFGEE Gesellschaft für Einkaufs-Finanzierung mbH, Düsseldorf	— <sup>1)</sup>	100	%	100 %	DM	18.0	2,588
Europäische Hypothekenbank S.A., Luxembourg	D	100	%	70 %	DM	29.8	/0
Frankfurter Hypothekenbank Aktiengesellschaft, Frankfurt am Main	D	93.83%		0.02%	DM	861.8	75,088
GEFA Gesellschaft für Absatzfinanzierung mbH, Wuppertal	— <sup>1)</sup>	100	%	—	DM	173.0	21,282
GEFA-Leasing GmbH, Wuppertal	— <sup>1)</sup>	100	%	100 %	DM	55.0	22,515
Grunelius KG Privatbankiers, Frankfurt am Main*	D	86.46%		—	DM	33.6	1,143

<sup>1)</sup> profit and loss transfer agreement

	D: declaration of backing <small>(see p. 43)</small>	Share of capital total of which indirect <small>(8.16 (4) USCA)</small>					Capital and reserves <small>millions</small>	Result <small>thousands</small>
Internationale Investment Management								
Gesellschaft S.A., Luxembourg	D	100	%	100	%	DM	97.8	30,111
Lübecker Hypothekbank Aktiengesellschaft,								
Lübeck	D	100	%	75	%	DM	274.2	27,189
McLellan McCarthy Ltd., Toronto	D	100	%	4.79%		Can.\$	8.5	- 2,249
Morgan Grenfell Group plc, London - Group*						£		17,102
Morgan Grenfell Group plc, London*	D	100	%	87.04%		£	333.3	- 3,429 <sup>1)</sup>
C. J. Lawrence Inc., New York*		100	%	100	%	U.S.\$	36.5	
DB Morgan Grenfell GmbH I, Frankfurt am Main*		100	%	100	%	DM	1.0	—
Morgan Grenfell Asia Holdings Pte. Ltd., Singapore*		100	%	100	%	S\$	42.6	—
Morgan Grenfell Asset Management Ltd., London*		100	%	100	%	£	0.6	—
Morgan Grenfell (C.I.) Ltd., St. Helier/Jersey*		100	%	100	%	£	68.5	—
Morgan Grenfell & Co. Ltd., London*		100	%	100	%	£	191.0	
Morgan Grenfell Development Capital Ltd., London*		100	%	100	%	£	0.6	—
Schiffshypothekenbank zu Lübeck Aktiengesellschaft,								
Lübeck/Hamburg	D	100	%			DM	103.8	16,981
2. Unconsolidated Group companies								
ComCo Datenanlagen GmbH & Co. KG, Berlin	—	52	%	52	%	DM	9.5	4,597
Deutsche Bank (Austria) Kapitalanlagegesellschaft m. b. H.,								
Vienna	D	100	%	100	%	AS	9.7	- 280
Deutsche Bank Gestion S.A., Paris	D	100	%	0.12%		£	0.3	3
DB Capital Markets (Deutschland) GmbH I,								
Frankfurt am Main	D	100	%	—		DM	0.05	1
Deutsche Vermögensbildungsgesellschaft mbH,								
Bad Homburg v.d.H.	D	100	%	8	%	DM	5.5	239
N. V. Finandus, Amsterdam	D	100	%	100	%	Guil.	46.6	2,644
P. T. Euras Buana Leasing Indonesia, Jakarta	D	60	%	—		Rp.	3,404.6	25,848
Süddeutsche Bank GmbH, Frankfurt am Main	D	100	%			DM	4.2	60

<sup>1)</sup> figures for subordinated companies omitted pursuant to § 266 (3) Sent. 1 No. 2 Commercial Code

	D: declaration of backing <small>(see p. 43)</small>	Share of capital total of which indirect <small>(§ 16 (4) JSCA)</small>			Capital and reserves millions	Result thousands
<b>3. Majority-owned, not under uniform direction</b>						
DB Capital Markets (Asia) Ltd., Hong Kong	D	54.54% <sup>1)</sup>	—	Yen	7,969.6	1,789,187
<b>4. Holding between 20% and 50%</b>						
AKA Ausfuhrkredit Gesellschaft mbH, Frankfurt am Main	—	26.90%	0.83%	DM	220.0	17,000
Bain & Company Ltd., Sydney	—	50 %	50 %	A\$	52.8	5,479
Banque de Luxembourg S.A., Luxembourg	—	28.95%	28.95%	LF	3,166.0	652,800
Banque Européenne de Crédit S.A. i.L., Brussels	—	20 %	—	BF	72.7	6,069,116
Deutsche Immobilien Leasing GmbH, Düsseldorf	— <sup>2)</sup>	50 %	—	DM	36.3	8,027
Gesellschaft zur Finanzierung von Industrie- anlagen mbH, Frankfurt am Main	—	27.10%	0.83%	DM	4.9	400
Hanseatische Investitions-Bank GmbH, Hamburg	—	33.33%	33.33%	DM	15.0	1,410
SKV Kredit-Bank GmbH, Kiel	—	33.33%	33.33%	DM	14.3	714
Vermietungsgesellschaft M I I E für SFL-Kommunikationsanlagen mbH, Stuttgart	—	50 %	—	DM	2.6	250
Zürich Investmentgesellschaft mbH, Frankfurt am Main	—	20 %	—	DM	10.0	– 709

## B. Other enterprises

### 1. Consolidated

(\* – for the first time)

Alma Beteiligungsgesellschaft mbH, Düsseldorf	—	100 %	—	DM	11.7	30,516
Deutsche Asset Management GmbH, Frankfurt am Main	D	100 %	—	DM	39.5	30,319
Deutsche Bank Government Securities, Inc., New York	D	100 %	100 %	U.S.\$	76.9	— <sup>3)</sup>
DB Holdings Canada Inc., Toronto	D	100 %	100 %	Can.\$	6.8	– 299
DB Mergers & Acquisitions GmbH, Frankfurt am Main	D	100 %	—	DM	10.8	– 2,593
DEBEKO Immobilien GmbH, Eschborn*	D	100 %	—	DM	1.3	– 642
DFBEKO Immobilien GmbH & Co Grundbesitz OHG, Eschborn*	D	100 %	0.10%	DM	929.3	15,058

<sup>1)</sup> our share of the voting capital 50%; <sup>2)</sup> profit and loss transfer agreement; <sup>3)</sup> figures omitted pursuant to § 286 (3) Sent. 1 No. 2 Commercial Code

	D: declaration of backing see p. 43	Share of capital total of which indirect (§ 16 (4) JSCA)				Capital and reserves millions	Result thousands	
DEUBA Verwaltungsgesellschaft mbH, Frankfurt am Main . . .	—	100	%	—	DM	36.1	1,770	
Deutsche Gesellschaft für Mittelstandsberatung mbH, Munich . . . . .		100	%	—	DM	2.8	259	
Deutsche Grundbesitz-Anlagegesellschaft mbH, Frankfurt am Main* . . . . .	—	60	%	—	DM	3.6	213	
Deutsche Portfolio Corporation, New York . . . . .	—	100	%	100	%	U.S.\$	56.0	- 72
Elektro Export-Gesellschaft mbH, Nuremberg . . . . .	—	100	%	100	%	DM	1.3	63
Foeba Beteiligungs AG, Frankfurt am Main* . . . . .	—	100	%	—	DM	0.02	- 1	
Froga Beteiligungs AG, Frankfurt am Main* . . . . .	—	100	%	100	%	DM	21.3	- 344
Hauba Beteiligungs AG, Frankfurt am Main* . . . . .		100	%	—	DM	0.02	1	
Hessische Immobilien-Verwaltungs-Gesellschaft mbH, Eschborn . . . . .	— <sup>1)</sup>	100	%	5	%	DM	3.0	- 440
KCB-Beteiligungs-Aktiengesellschaft, Duisburg* . . . . .	—	100	%	100	%	DM	682.2	- 21,143
Klöckner Industriebeteiligungsgesellschaft mbH, Duisburg* . . . . .	—	58.28%		58.28%	DM	1/4.1	20	
Lebensversicherungs-AG der Deutschen Bank, Frankfurt am Main/Wiesbaden . . . . .	D	100	%	100	%	DM	38.3	- 14,864
Matura Vermögensverwaltung mbH, Düsseldorf . . . . .	—	100	%	—	DM	8.8	3,638	
McLeanco Holdings Ltd., Toronto . . . . .	—	100	%	100	%	Can.\$	0.5	- 23
Mebrö Beteiligungs AG, Frankfurt am Main* . . . . .		100	%	100	%	DM	0.02	1
Süddeutsche Vermögensverwaltung GmbH, Frankfurt am Main . . . . .	—	100	%	—	DM	5.3	499	
Trinitas Vermögensverwaltung GmbH, Frankfurt am Main . .	— <sup>1)</sup>	100	%	—	DM	1.0	1,908	

## 2. Unconsolidated Group companies

CGT Canada Grundbesitz Treuhand GmbH, Frankfurt am Main . . . . .	—	55	%	—	DM	0.1	3
Deutsche Beteiligungs AG Unternehmensbeteiligungs- gesellschaft, Königstein/Taunus . . . . .	—	46.25% <sup>1)</sup>		—	DM	111.9	4,921

<sup>1)</sup> profit and loss transfer agreement; <sup>2)</sup> our share of the voting capital 77.08%

	D: declaration of backing <small>see p. 43</small>	Share of capital total      of which indirect <small>(§ 16 (4) JSCA)</small>			Capital and reserves <small>millions</small>	Result <small>thousands</small>
Deutsche Beteiligungsgesellschaft mbH, Frankfurt am Main . . . . .	-	92.50%	—	DM	3.6	18
Deutsche Canada-Grundbesitzverwaltungs- gesellschaft mbH, Frankfurt am Main . . . . .		55 %	—	DM	0.1	16
degab Deutsche Gesellschaft für Anlageberatung mbH, Frankfurt am Main . . . . .	—	100 %	—	DM	0.8	69
Deutsche Grundbesitz-Anlagegesellschaft mbH & Co. Löwenstein Palais, Eschborn . . . . .	—	100 %	0.33%	DM	30.0	—
Deutsche Immobilien Anlagegesellschaft mbH, Frankfurt am Main . . . . .	—	100 %	—	DM	0.7	231
Deutsche Wirtschaftsdatenbank GmbH, Frankfurt am Main . . . . .		100 %	—	DM	1.0	16
Deutscher Beteiligungsfonds I GbR, Frankfurt am Main . . . . .	—	92.50%	—	DM	185.6	- 9,986
Essener Grundstücksverwertung Dr. Ballhausen, Dr. Bruens, Dr. Möller KG, Essen . . . . .	—	98.94%	—	DM	1.5	440
German American Capital Corporation, Baltimore/U.S.A. . . . .		100 %	—	U.S.\$	61.5	26,968
Gesellschaft für Finanzmarketing mbH (GFM), Stuttgart . . . . .	—	100 %	—	DM	0.8	413
Gütermann GmbH & Co. Beteiligungs-KG, Gutach . . . . .	—	100 %	—	DM	2.8	190
Immobilien-gesellschaft der Deutschen Bank mbH, Frankfurt am Main . . . . .	D	100 %		DM	7.5	1,412
Immobilien-Holding Martin Zimmer GmbH, Cologne . . . . .		75 %	75 %	DM	1.8	749
Immobilien Winter GmbH & Co. KG, Heidelberg . . . . .	—	100 %	100 %	DM	5.5	2,409
Inmobiliaria Cúspide, S.A., Madrid . . . . .	—	100 %	100 %	Ptas.	1,174.0	21,009
JG Japan Grundbesitzverwaltungsgesellschaft mbH, Frankfurt am Main . . . . .	—	100 %	—	DM	0.1	7
Nordwestdeutscher Wohnungsbau-träger GmbH, Braunschweig . . . . .	— <sup>1)</sup>	100 %	—	DM	0.2	25

<sup>1)</sup> profit and loss transfer agreement

	ID: declaration of backing see p. 43			Share of capital total of which indirect (& 16 (4) JStG)		Capital and reserves millions	Result thousands	
Promotora de Edificos para Oficinas, S.A., Barcelona . . . . .	—	100	%	100	%	Plas.	1,255.0	11,342
WINWE Beteiligungsgesellschaft mbH, Frankfurt am Main . . . . .	—	100	%	—		DM	9.6	974
<b>3. Majority-owned, not under uniform direction</b>								
Allgemeine Verwaltungsgesellschaft für Industriebeteiligungen mbH, Munich . . . . .	—	55.35%		—		DM	351.3	71,273
"Alwa" Gesellschaft für Vermögensverwaltung mbH & Co. Grundstücksvermietung KG, Düsseldorf . . . . .	—	95.74%		—		DM	- 22.0	- 6,475
AV America Grundbesitzverwaltungs- gesellschaft mbH, Frankfurt am Main . . . . .	—	55	%	—		DM	0.1	20
Bavaria Filmkunst GmbH, Munich . . . . .	—	67.97%		34.32%		DM	7.3	323
Roland Berger & Partner Holding GmbH, Munich . . . . .	—	75.07%		—		DM	23.6	13,427
Deutsche Eisenbahn-Consulting GmbH, Frankfurt am Main . . . . .	—	51	%	51	%	DM	12.8	68
Deutsche Gesellschaft für Anlagever- waltung mbH, Frankfurt am Main . . . . .	—	75	%	—		DM	199.5	7,584
Deutsche Gesellschaft für Immobilienanlagen "America" mbH, Bad Homburg v.d.H. . . . .	—	55	%	—		DM	0.5	20
GFI-Industriemontagen GmbH & Co. Leasing und Service OHG, Düsseldorf . . . . .	—	75	%	75	%	DM	18.8	8,752
Intertractor Aktiengesellschaft, Gevelsberg . . . . .	—	99	%	99	%	DM	49.4	6,364
Rossmann Beteiligungsgesellschaft mbH, Frankfurt am Main . . . . .	—	60	%	—		DM	84.1	27,880
<b>4. Holding between 20% and 50%</b>								
Alster Beteiligungsgesellschaft mbH & Co. KG, Frankfurt am Main . . . . .	—	45	%	—		DM	54.2	4,234
Bavaria Film GmbH, Geiselgasteig . . . . .	—	20	%	20	%	DM	37.1	21

	D: declaration of backing see p. 43	Share of capital total of which indirect (\$ 16 (4) JSCA)		Capital and reserves millions	Result thousands
Consortia Versicherungs-Beteiligungs- gesellschaft mbH, Frankfurt am Main	—	25 %	—	DM 49.8	304
Daimler-Benz AG, Stuttgart	—	28.37%	—	DM 12,506.0	1,120,000
D & C Holdinggesellschaft mbH, Frankfurt am Main	—	34 % <sup>1)</sup>	—	DM 15.7	325
DPE Deutsche Projektentwicklungs-Gesellschaft für Grundvermögen mbH, Frankfurt am Main	—	50 %	—	DM 1.0	- 293
Energie-Verwaltungs-Gesellschaft mbH, Düsseldorf	—	25 % <sup>2)</sup>	—	DM 530.6	33,156
Groga Beteiligungsgesellschaft mbH, Frankfurt am Main	—	50 %	—	DM 17.4	1,094
Philipp Holzmann AG, Frankfurt am Main	—	30 %	—	DM 608.0	34,500
Horten AG, Düsseldorf	—	25.40%	25 %	DM 448.5	15,000
HOSTRA Beteiligungsgesellschaft mbH, Düsseldorf	—	33.33%	—	DM 256.5	11,163
Hutschenreuther AG, Selb	—	25.09%	25.09%	DM 66.5	4,637
Karstadt AG, Essen	—	25.26%	—	DM 1,547.0	102,000
Klöckner Haus- und Verwaltungs-AG & Co., Duisburg	—	37.21%	—	DM 110.0	5,534
Klöckner-Humboldt-Deutz AG, Cologne	—	41.14%	41.14%	DM 358.8	- 174,000
NINO AG, Nordhorn	—	23.93%	—	DM 25.0	31,662
Rhein-Neckar Bankbeteiligung GmbH, Stuttgart	—	49.07% <sup>3)</sup>	—	DM 179.0	8,805
Société Luxembourgeoise de Centrales Nucléaires S.A. (SCN), Luxembourg	—	25 %	—	DM 314.3	13,422
Tipperary Institutional Investments Ltd., Dublin	—	49.81%	0.25%	U.S.\$ 79.1	789

Note: A\$1 = DM 1.152; AS 100 = 14.212; BF 100 = DM 4.84; Can.\$ 1 = DM 1.289; Esc. 100 = DM 1.116; FF 100 = DM 29.39; Guil. 100 = DM 88.63;  
Rp. 1,000 = DM -./791; Lit 1,000 = DM 1.3255; LF 100 = DM 4.84; Ptas. 100 = DM 1.5670; £1 = DM 2.886; SF 100 = DM 117.35; S\$ 100 = DM 86.025;  
UN\$ 100 = DM -0.095; US\$ 1 = DM 1.494; Yen 100 = DM 1.1020

<sup>1)</sup> without voting rights; <sup>2)</sup> our share of the voting capital 35.71%; <sup>3)</sup> our share of the voting capital 50%

## Our Staff

Our business activities, especially in the new federal states, made exceptional demands on our staff. We should like to thank all of them for their commitment and successful work.

### Increase in Group staff

The number of employees in the Group rose by 11,972 to 68,552. This was the highest annual increase in real staffing levels in the history of the Group. This growth was mainly due to the merger of Deutsche Bank-Kreditbank AG (8,518 employees), the consolidation of Morgan Grenfell Group (2,497 employees) and further personnel additions at our domestic and foreign subsidiaries. The total number of staff working abroad stood at 13,820.

Total staff at the parent company climbed to 52,271 owing to the merger with Deutsche Bank-Kreditbank AG. Of that figure, 48,185 were employed in Germany. The number of staff in the old federal states remained virtually unchanged at 39,667.

### Personnel challenges in the new federal states

We supported the build-up of our bank in the five new federal states through short and long-term secondment of over 1,000 trained staff. These people provide valuable assistance in customer counselling and the acquisition of new business, in the establishment of business offices, and by passing on their knowledge of banking. Motivated by the atmosphere of change and the magnitude of the tasks to be accomplished, our staff turned in an outstanding performance. Our aim is to make the branches in the new federal states independent in terms of human resources as soon as possible through comprehensive training measures.

### Apprentices - over 5,000 in the Group

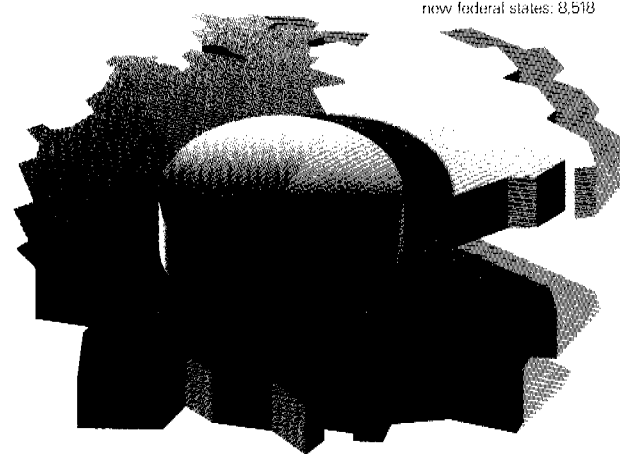
In the Group, 5,062 young staff members were undergoing vocational training. Of that figure we were training 4,508 at the parent company. The number of new apprentices at our west German branches rose to 1,815 (previous year: 1,668). In this way we are preparing for future demand for qualified staff. In the new federal states we took on roughly 500 new apprentices in the autumn. This increased the number of our apprentices in the east German branches to 573.

Abroad, New York Branch introduced vocational training. We now offer commercial training at 12 international centres. There are currently 137 young people taking an apprenticeship at foreign branches.

### Deutsche Bank AG (Germany)

Staff in  
old federal states: 39,667

Staff in  
new federal states: 8,518



Total staff: 48,185

Our international management trainee group comprised 245 university graduates, over a quarter of them of foreign nationality. For the first time we hired 20 university graduates from the five new federal states.

#### Further training – a decisive competitive factor

The main focus of our further training was on our personnel in the new federal states. About 800 staff members spent training stays of several weeks in our west German branches to familiarize themselves with our bank products and with the workflows in our business. In the east German branches, too, on-the-job training was the main method used. This bank-technical training was supplemented by a broad range of seminars. In all, over 6,000 staff members attended about 370 seminars. Computer-based training continued to prove successful. 100 computer-supported learning stations in our east German branches allowed banking skills to be imparted rapidly and efficiently.

Autumn saw the reopening of Franz Heinrich Ulrich-Haus in Kronberg, which had been partly destroyed by arson in 1988. Here, as in our training centres in Buenos Aires, New York and Singapore, we expanded our international further training programme to include seminars in English and Spanish.

A total of 38,620 staff members from the Group attended 2,716 further training and management training seminars. Aggregate expenditure on basic training and further training came to DM 213 m. This corresponded to 5.2% of total wages and salaries.

#### Career and study – a successful combination of theory and practice

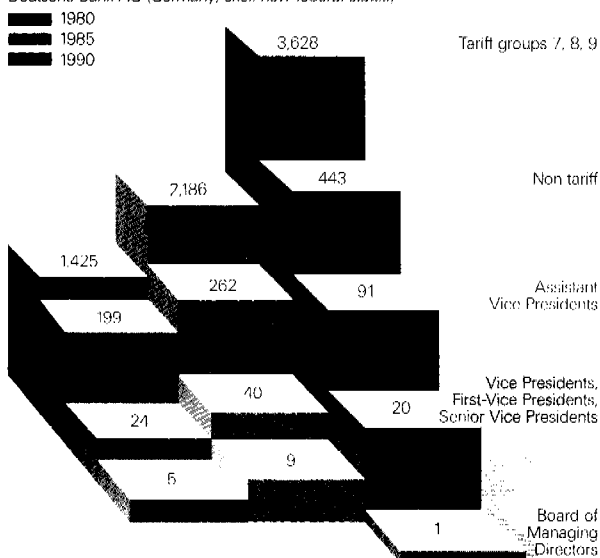
In the year under review, we gave our qualified young banking staff the opportunity for the first time to combine career and studies. Under this programme, which has been very well received by our young people nearing the end of their apprenticeships, part-time work at the bank can be combined with degree studies. 70 employees have taken up this offer.

#### New prospects for combining career and family

With our staff/management agreement "Equal opportunities, career and family" we last year opened up new career opportunities for our employees. Our aim in this scheme is to make career and family more

#### More women in specialist and management positions

Deutsche Bank AG (Germany, excl. new federal states)



compatible and thus to promote equality of opportunity, particularly for our female staff. The main features of this comprehensive package are the extension of child-care leave, individual return-to-work contracts and the right to a part-time position.

#### **Cooperation with employee representatives**

Cooperation with our staff councils at local and Group level was open and constructive. The main topics discussed with the General Staff Council and the Group Staff Council were the effects of restructuring the domestic bank, the further development of the appraisal system, environmental protection and an

increase in the number of positions available to the severely disabled.

We would like to thank all employee representatives for the good and reliable cooperation.

#### **Committee of Spokesmen for Senior Executives**

For the first time, a Committee of Spokesmen for Senior Executives and a Group Committee of Spokesmen were elected in the spring, pursuant to the new Act on Committees of Spokesmen. Discussions with these bodies on business policy and personnel policy were at all times frank and objective.

We should like to thank the representatives of the Senior Executives for the constructive cooperation.

It is with deep regret that we report the death of the following members of our staff:

Anke Ahlert, Espelkamp  
Hans Bachner, Stuttgart  
Annerose Bolle, Cologne  
Christa Brüning, Hamburg  
Marianne Bühler, Freiburg  
Christa Di Carlo, Frankfurt  
Heinz Donners, Eschborn  
Hans Drexwald, Frankfurt  
Karl-Heinz Fikorling, Düsseldorf  
Maria Engelhardt, Göttingen  
Udo Feldmann, Düsseldorf  
Victor Latella Frias, Buenos Aires  
Karl Heinz Geese, Gifhorn  
Yvonne Geisert, Frankfurt  
Jeanette Gerold, Mannheim  
Carlos Gómez, Buenos Aires  
Claus-Joachim Hauschild, Bremen  
Manfred Hoppe, Augsburg  
Rita Kaecks, Wuppertal  
Nikolaos Kappas, Düsseldorf  
Klaus Kappes, Bonn  
Hans-Peter Klemann, Kiel  
Monika Köhr, Hamburg  
Gerd-Wilhelm Kreitewolf, Hagen  
Angela Kreutz, Eschborn

Hermann Kreuzer, Augsburg  
Elena de Leonardis, Buenos Aires  
Werner Lotz, Frankfurt  
Manfred Möder, Eschborn  
Günther Muntermann, Eschborn  
Wolfgang Ogriseck, Düsseldorf  
Manfred Ohst, Nürnberg  
Bruno Packheiser, Bad Säckingen  
Reinhold Rann, Hamburg  
Diether Rappl, Tübingen  
Rainer Rieke, Hannover  
Georg Roth, Fulda  
Horst Ruffershöfer, Nürnberg  
Heiko Schairer, Lörrach  
Helga Schaper, Braunschweig  
Heinz Schellhöf, Mülheim  
Hans-Ulrich Schmerbach, Stuttgart  
Willi Schütrumpf, Bad Hersfeld  
Guillermo Seijo, Buenos Aires  
Robert Stängle, Crailsheim  
Kurt Textor, Siegen  
Carsten Tomczak, Hamburg  
Soenke Tudsén, Flensburg  
Harald Urbanski, Hamburg  
Rudolf Wendler, Eschborn

We mourn the passing away of 306 retired employees of the bank.  
We shall always honour their memory.



## Contemporary Art at Deutsche Bank

### The concept

Contemporary art at the bank provides staff, customers and visitors with an opportunity to experience art in a working environment and prompts them to think about form and content. That is one reason why Deutsche Bank purchases modern art to be shown on its premises. Most of the works selected are by artists and sculptors from German-speaking countries, mainly young artists born in the 1950s and '60s.

In Deutsche Bank's head office building in Frankfurt, 1,900 works on paper by 125 artists are exhibited in the corridors and conference rooms. Many other contemporary art works are on display at domestic and foreign branches and subsidiaries.

The bank's artistic concept also extends to its annual reports, each featuring the works of one selected artist. This year's report contains art works by Dieter Roth belonging to the bank's collection. The General Meeting marks the starting point for an exhibition of Roth's printed graphics, which will then travel to 30 branches.

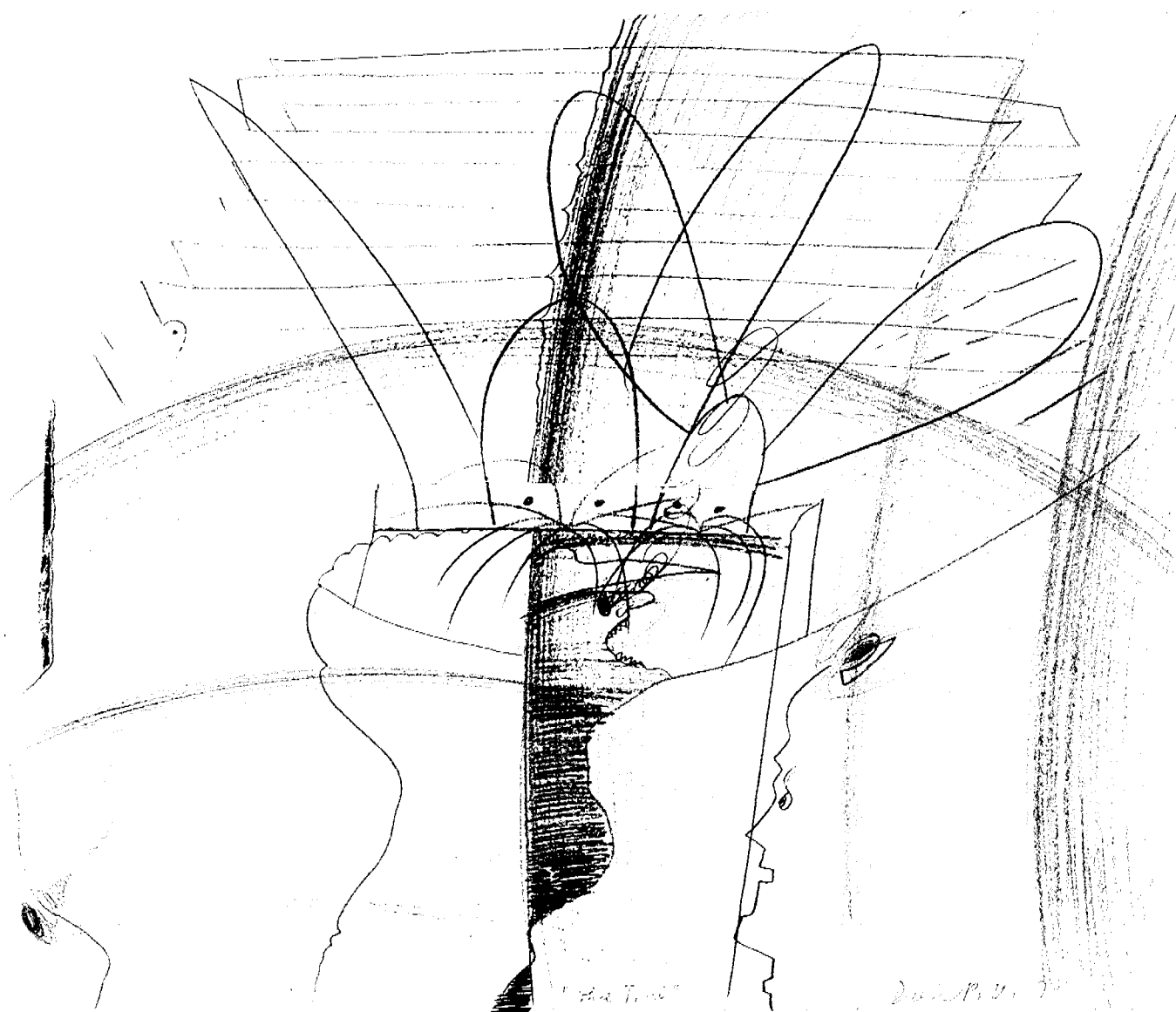
### Dieter Roth

The Swiss artist was born in Hanover in 1930. He studied graphic design in Bern and lived there until 1955. Over the next few years, he spent time in Sweden, Iceland, the U.S.A., Germany, Austria and Switzerland. In 1959, Dieter Roth taught as visiting lecturer at Yale University in New Haven, from 1965 to 1967 at the Rhode Island School of Design in Providence, and in 1968 at the Watford School of Art in London. He subsequently taught at the Kunstakademie in Düsseldorf until 1970. To date, Dieter Roth's art includes a very substantial number of printed graphics and drawings; besides working as a designer, he has also published numerous books on artists, literary texts and diaries, has made films and worked as publisher and galériste.

Roth, who cites Klee and Cézanne as his favourite painters, made his first collages and woodcuts back in 1947. In the '50s and '60s, elements of Op Art and concrete art became visible in his work, and in the '70s some Pop Art influences also came through. Joint projects engaged in with Richard Hamilton, Stefan Wewerka, Arnulf Rainer and other artists produced fascinating results. Combining divergent elements to form a whole is one of the hallmarks of his art. As Dieter Roth puts it, "I hate it when I notice that I like something, when I do something so well that all I have to do is repeat it, that it could become a gimmick. If that happens, I stop immediately. Even if it's threatening to turn out beautiful. I have learned to suppress the urge to make something beautiful and even more beautiful. I'd much rather see the heterogeneous elements of a picture fighting each other".

All in all, Roth's work is hard to place into systematic categories, and for the most part manages to defy stylistic classification. Roth, who was closely associated with the "Fluxus" movement, gained fame particularly through his moulding pictures and his chocolate busts, both straightforward depictions of one of his central themes – "decay" and "finitude". Art critic Hans-Joachim Müller says of Roth, "Much of what he draws and writes has an existential foundation. What proliferates there, driven by experience and satiate with life, has little to do with dimensions of thought and feeling outside his person, does not correspond to or comment on anything akin to world, but at best has a defensive attitude towards it."

Today, the artist lives in Basle and Iceland.



List of works depicted:

Cover	Fancy-cake, 1970, watercolour, ink and pencil, 53 × 78.3 cm	Page 33	One Prisoner, 1972, offset, 64 × 48 cm
Page 2	Double Somersault, 1972, planograph, 77 × 101 cm	Page 45	Double Quartet, 1971, planograph, 94 × 78 cm
Page 9	Up and Down, 1972, planograph, 101 × 131 cm	Page 69	Wrapper, 1971, planograph, 86.5 × 101 cm
Page 12	Brass, 1971, aquatint and drypoint, 53 × 78 cm	Page 90	Self-portrait as Mixed Salad, 1973, screen print, 53 × 49 cm
Page 18	Two People with Heads, 1979-81, mixed media and collage, 47.8 × 78.5 cm	Page 92	Untitled, 1974, pencil and collage, 65.5 × 78 cm
Page 31	Quick Trollis, 1971-73, Offset on gummed paper (block of stamps), 31.5 × 57 cm, from the folder "Containers"		

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**Deutsche Bank**

Z/Werbe-Abteilung

Postfach 10 06 01

6000 Frankfurt (Main) 1

Germany



Dear Shareholders,

With the notice published in the Bundesanzeiger No. 61 of March 28, 1991, the Ordinary General Meeting of Deutsche Bank AG has been convened for Thursday, May 23, 1991, 10:00 a.m., in the Congress Centrum Hamburg (CCH), am Dammtor, 2000 Hamburg 36.

We should be pleased to see you in Hamburg.

We wish to repeat the invitation here and give you some additional details below.

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### Agenda:

1. Presentation of the established Annual Statement of Accounts and the Management Report for the 1990 financial year with the Report of the Supervisory Board

Presentation of the Consolidated Statement of Accounts and the Report of the Group for the 1990 financial year

2. Resolution on the appropriation of profits

The Board of Managing Directors and the Supervisory Board propose that the distributable profit of DM 617,868,650 be used to distribute a dividend of DM 14 per share in the nominal amount of DM 50.

3. Ratification of the acts of management of the Board of Managing Directors for the 1990 financial year

The Board of Managing Directors and the Supervisory Board propose that the acts of management be ratified.

4. Ratification of the acts of management of the Supervisory Board for the 1990 financial year

The Board of Managing Directors and the Supervisory Board propose that the acts of management be ratified.

5. Election of the auditor for the 1991 financial year

The Supervisory Board proposes that KPMG DeutscheTreuhand-Gesellschaft Aktiengesellschaft Wirtschaftsprüfungsgesellschaft, Frankfurt am Main, be appointed auditor for the 1991 financial year.

6. Authorization to issue participatory certificates with warrants and amendment to the Articles of Association

The Board of Managing Directors and the Supervisory Board propose the following resolution:

- a) The Board of Managing Directors be authorized to issue once or more than once bearer participatory certificates on or before April 30, 1996. The participatory certificates are to comply with the provisions of the Banking Act, pursuant to which capital paid in for the granting of participatory rights is to be treated as liable capital. The total nominal amount of the participatory certificates to be issued under this authorization may not exceed DM 1,500,000,000.

When the participatory certificates are issued, the shareholders are entitled to the statutory pre-emptive rights; the Board of Managing Directors is, however, authorized to except fractions from the shareholders' pre-emptive rights and also to exclude the pre-emptive rights insofar as is necessary to provide the holders of the warrants and convertible bonds issued by Deutsche Bank Aktiengesellschaft and its subsidiaries with such pre-emptive rights to new participatory certificates as they would be entitled to upon exercising the option or the conversion rights.

Bearer warrants may be attached to each participatory certificate entitling the holder, in accordance with the Conditions of Warrants, to subscribe for shares of Deutsche Bank Aktiengesellschaft in the nominal amount of DM 50 each. The life of the option rights may not exceed 10 years. The nominal amount of the shares to be subscribed for under each participatory certificate may not exceed 15% of the nominal amount of the participatory certificates.

The subscription price fixed in each case for one share in the nominal amount of DM 50 shall correspond to at least 80% of the average of the officially determined quotations for the shares of Deutsche Bank Aktiengesellschaft on the Frankfurt Stock Exchange on the 10 stock exchange trading days preceding the day of the resolution by the Board of Managing Directors to issue the participatory certificates.

The subscription price fixed in each case shall be reduced pursuant to an anti-dilution clause, if during the life of the option rights, Deutsche Bank Aktiengesellschaft either increases its capital or creates conversion or option rights, granting a pre-emptive right to its shareholders, and no pre-emptive right is granted to the holders of warrants. § 9 (1) of the Joint Stock Corporation Act applies notwithstanding.

The Board of Managing Directors be authorized to determine all further details relating to the issue and to the terms and conditions of the participatory certificates with option rights.

b) The share capital of Deutsche Bank Aktiengesellschaft be increased conditionally by up to DM 225,000,000 by the issue of up to 4,500,000 bearer shares in the nominal amount of DM 50 each in order to grant option rights, in accordance with the Conditions of Warrants, to the holders of the warrants attached to the participatory certificates with warrants issued. The shares will be issued at the subscription price determined in each case in accordance with a). The conditional capital increase will be effected only to the extent that participatory certificates with warrants are issued and holders of the warrants exercise their rights to subscribe for shares. The new shares will be entitled to participate in profits from the beginning of the financial year in which they are issued by virtue of the exercise of option rights.

c) The following new subparagraph 10 be added to § 4 of the Articles of Association:

“(10) The share capital is increased conditionally by a further DM 225,000,000 divided into 4,500,000 bearer shares in the nominal amount of DM 50 each. The conditional capital increase shall be effected only to the extent that holders of warrants from participatory certificates with warrants issued on or before April 30, 1996 by Deutsche Bank Aktiengesellschaft exercise their option rights. The new shares shall be entitled to participate in profits from the beginning of the financial year in which they are issued by virtue of the exercise of option rights.”

## 7. Creation of authorized capital and amendment to the Articles of Association

The Board of Managing Directors and the Supervisory Board propose that the following resolutions be passed:

a) The Board of Managing Directors be authorized to increase the share capital with the consent of the Supervisory Board once or more than once by up to a total of DM 40,000,000 on or before April 30, 1996 by the issue of new shares against cash payment. Shareholders' pre-emptive rights will be excluded.

The following new subparagraph 11 be added to § 4 of the Articles of Association:

“(11) The Board of Managing Directors is authorized to increase the share capital with the consent of the Supervisory Board once or more than once by up to a total of DM 40,000,000 on or before April 30, 1996 by the issue of new shares against cash payment. Shareholders' pre-emptive rights are excluded.”

b) The Board of Managing Directors be authorized to increase the share capital with the consent of the Supervisory Board once or more than once by up to a total of DM 75,000,000 on or before April 30, 1996 by the issue of new shares against cash payment. Shareholders' pre-emptive rights will be excluded.

The following new subparagraph 12 be added to § 4 of the Articles of Association:

“(12) The Board of Managing Directors is authorized to increase the share capital with the consent of the Supervisory Board once or more than once by up to a total of DM 75,000,000 on or before April 30, 1996 by the issue of shares against cash payment. Shareholders' pre-emptive rights are excluded.”

## 8. Amendment to the Articles of Association

As the conditional capital previously made available for servicing warrants now issued is no longer required in its entirety, the Board of Managing Directors and the Supervisory Board propose to amend § 4 subparagraph 8 sentence 1 of the Articles of Association as follows:

“The share capital is conditionally increased by a further DM 120,000,000 divided into 2,400,000 bearer shares in the nominal amount of DM 50 each.”

## Report to the General Meeting

pursuant to §§ 186 (4) Sentence 2, 203 (1) and 221 (3) and (4) of the Joint Stock Corporation Act

The authorizations requested under items 6 and 7 of the Agenda are intended to maintain and broaden the bank's capital base. Their aim is to ensure that the bank can obtain equity capital at any time and in line with prevailing market conditions.

## Agenda item 6

Adequate capital resources are the basis of the bank's business development. Since the amendment of the Banking Act (§ 10) in 1985, banks' capital may be composed not only of share capital and reserves, but also participatory capital. In the light of the

recommendations of the Committee on Banking Regulations and Supervisory Practices (Cooke Committee) at the Bank for International Settlements, and of the EC Directive on Capital Adequacy for Banks, capital surrogates such as participatory certificates will become more important. In requesting this authorization, the bank wishes to ensure that it is able, if necessary, to issue further participatory certificates - with or without warrants to subscribe for shares of Deutsche Bank AG.

In this context, mention must also be made of the existing authorized capital available until April 1993 in the amount of DM 220 m. for a capital increase for cash. On authorization being granted to issue participatory certificates, the bank will be able to choose, depending on its requirements and market conditions, to offer its shareholders new shares or participatory certificates for subscription. Shareholders will therefore also have the opportunity in future to acquire shares and participatory certificates of Deutsche Bank AG through pre-emptive rights.

The exception of pre-emptive rights for fractions allows the authorization to be utilized with round sums. This facilitates the settlement of shareholders' pre-emptive rights. The exception of pre-emptive rights in favour of holders of warrants and convertible bonds has the advantage that, in the event of the authorization being utilized, the warrant price or conversion price according to the existing Warrant and Conversion Conditions need not be reduced.

The conditional capital (DM 225 m.) is required in order, if necessary, to issue option rights to Deutsche Bank shares with the participatory certificates. Option rights to a maximum of three shares can be granted for each DM 1,000 participatory certificate. The subscription price for one share is not to be lower than 80% of the average stock exchange quotation for the shares of Deutsche Bank AG on the 10 stock exchange trading days preceding the day of the resolution to issue the participatory certificates with warrants.

**Agenda item 7a**

Each year, a limited number of shares are offered for sale at preferential conditions to the employees of Deutsche Bank AG and its related companies. Pursuant to the Joint Stock Corporation Act, the shares required for this purpose may be made available from authorized capital. The capital authorized for this purpose, among other things, in 1987 has meanwhile been fully used. In future, too, the bank wishes to be in a position to offer staff shares in this way. For this reason the consent of the General Meeting is requested for the creation of authorized capital in the amount of DM 40 m.

**Agenda item 7b**

Reference has already been made to the significance of capital for the business development of the bank. For the same reason the bank has been endeavouring for many years to broaden its shareholder base in Germany and abroad. This is also the main reason for the introduction of the Deutsche Bank share on foreign stock exchanges. The goals related to this move will, however, only be fully realized if broadly spread investor circles can be attracted as new Deutsche Bank shareholders.

The General Meeting on May 14, 1987 passed a resolution creating authorized capital which made possible a very successful share placement in the amount of DM 60 m. at the time of the Tokyo listing. It is intended to pursue this policy further with the renewal of authorized capital in the amount of DM 75 m. with pre-emptive rights excluded. The main aim here is a placement in the U.S.A. This placement will also serve as preparation for the introduction of the share in New York. With regard to European financial centres where the Deutsche Bank share has already been admitted to trading (e.g. London and Paris) or where it may yet be introduced (e.g. Madrid and Milan), it is also in the interest of the bank and its shareholders to gain new shareholders through the well-prepared and selective placement of Deutsche Bank shares.

To protect the interests of existing shareholders, the issue price of the new shares will be held close to the bourse price. Additionally - as in Tokyo - a syndicate of strong local banks will be brought into such placements. It will be contractually agreed with these banks that the shares are to be widely spread and only placed with fixed maximum amounts for each investor.

Shareholders who deposit their shares with one of the depositaries listed below on Wednesday, May 15, 1991 at the latest until conclusion of the General Meeting shall be entitled to participate in the General Meeting and to exercise their voting rights. The deposit shall also be deemed to have been properly effected when shares, with the approval of a depositary, are held blocked for it with other banks until conclusion of the General Meeting.

## Depositories

in the Federal Republic of Germany:

all offices of  
Deutsche Bank AG, Frankfurt am Main,  
Deutsche Bank Berlin AG, Berlin,  
Deutsche Bank Lüneburg AG vormals Handelsbank, Lüneburg,  
Deutsche Bank Saar AG, Saarbrücken,

in Austria:

Creditanstalt-Bankverein, Vienna,  
Deutsche Bank (Austria) AG, Vienna,

in Belgium:

Generale Bank N.V., Brussels and Antwerpen,  
Deutsche Bank AG, Succursale de Bruxelles  
and Filiaal Antwerpen,

in France:

Société Générale, Paris,  
Deutsche Bank AG, Succursale de Paris,

in Luxembourg:

Banque de Luxembourg S.A., Luxembourg,  
Deutsche Bank Luxembourg S.A., Luxembourg,

in the Netherlands:

Amsterdam-Rotterdam Bank N.V., Amsterdam,  
Algemene Bank Nederland N.V., Amsterdam,  
H. Albert de Bary & Co. N.V., Amsterdam,

in Switzerland:

all offices of  
Credit Suisse, Zürich,  
Union Bank of Switzerland, Zürich,  
Swiss Bank Corporation, Basle, and  
Deutsche Bank (Suisse) S.A., Geneva,

in the United Kingdom:

Midland Bank plc, London,  
Deutsche Bank AG, London Branch.

The shares may also be deposited with a German notary or with a collective security-deposit bank. In these cases please present the statement of confirmation to be issued by the notary or collective security-deposit bank to a depository no later than one day after the last date for deposit.

With regard to the exercise of voting rights we wish to draw your attention to § 18 (1) of our Articles of Association:

“The voting right of each share corresponds to its nominal amount. If a shareholder owns shares in a total nominal amount exceeding 5% of the share capital, his voting rights are restricted to the number of votes carried by shares with a total nominal amount of 5% of the share capital. Shares held for account of a shareholder by a third person shall be added to the shares owned by such shareholder. If an enterprise is a shareholder, the shares owned by it shall include any shares which are held by another enterprise controlling, controlled by or affiliated within a group with such enterprise, or which are held by a third person for account of such enterprises.”

The 5% of share capital mentioned in § 18 (1) corresponds at present to a nominal amount of DM 110,654,245 = 2,213,084 shares of DM 50 each.

Yours sincerely,

**Deutsche Bank**

Aktiengesellschaft

The Board of Managing Directors

Frankfurt am Main, March 1991



Dear Shareholders,

With respect to our General Meeting on May 23, 1991 in Hamburg, Mr. Michele Clemente, Remseck, Gesellschaft für Wertpapierinteressen e. V., Langenfeld, Ms. Edda Hoffmann, Glücksburg, Mr. Friedhelm Hoffmann, Suderburg, Ms. Elis Sachau, Meckenheim-Merl, Dr. Inge Bartke-Anders, Berlin, Dipl.-Kfm. Klaus Milke, Hamburg, and Dipl.-Kfm. Bolko Hoffmann, Düsseldorf, have announced counter-proposals.

Mr. Clemente, Gesellschaft für Wertpapierinteressen e. V., and Mr. Friedhelm Hoffmann have announced that they will vote against Management's proposal with respect to agenda item 2 (appropriation of profits).

They explain their counter-proposals as follows:

Mr. Clemente:

"Because the Board of Managing Directors constantly claims the sole right to establish the balance sheet, other dividend proposals can never arise. Furthermore, the revenue reserves are being continually increased and the possibilities of the 3rd Tax Amendment Act are not being used. Moreover, the shareholders never receive the portion of corporation tax to which they are entitled."

Gesellschaft für Wertpapierinteressen e. V.:

"'Effekten-Spiegel', Postfach 2920, 4000 Düsseldorf 1, described the farce clearly in its 13th issue.

We therefore fully agree with the criticism.

The Effekten-Spiegel' is right to demand distribution of revenue reserves. This very subject received much attention from Siemens shareholders at the General Meeting (28. 3. 1991), even though the Management did not publish a counter-proposal on this point. But silence won't work. Motivated by this article, various stock corporations reacted promptly in a positive manner. The Thuringia, Aachener und Münchener insurance companies announced that they would distribute up to DM 150 as dividend from precisely these revenue reserves. These companies thus documented very clearly in what way revenue reserves should serve shareholders.

Higher dividend payments would be no problem for the powerful Deutsche Bank AG. But the shareholders can go without."

Mr. Friedhelm Hoffmann:

"Apart from the fact that the distributable profit should have been much higher, if serious mistakes had not been made in certain areas in the valuation of risk, the reported profit should be distributed in full to shareholders.

The excessive provisions – in the past years, too – would not have been necessary given proper commercial valuation. In addition to this, I request utilization of the advantages of the 3rd Tax Amendment Act and that we shareholders should finally receive the portion of corporation tax to which we are entitled."

Reply:

The bank's revenue reserves are regulatory liable capital, the size of which determines the bank's permissible business volume. The distribution of the revenue reserve would curtail the bank's business possibilities and thus impair its competitiveness and earning power. Ever-increasing demands are being made on the bank's liable capital resources, both by the Basle Cooke Committee and EC and German legislation. This is why an appropriate allocation to reserves continues to be necessary. The criticism that our statement of accounts contains mistakes in risk valuation is incorrect.

Mr. Clemente, Ms. Hoffmann, Mr. Friedhelm Hoffmann and Ms. Sachau have announced, with respect to item 3 on the agenda, that they will refuse to ratify the acts of management of the Board of Managing Directors.

Mr. Clemente and Ms. Hoffmann say

that the Board of Managing Directors is deceiving shareholders with relatively high dividend rates. At issue prices of 1,200%, the yield is only 3.6%.

Reply:

The issue price, which is oriented to the market price, reflects the market's assessment of the share and its inner strength. The relationship between issue price and yield was transparent in the respective capital increase at the issue price of DM 600 per share; under no circumstances were buyers in any way deceived. The premium is used to strengthen our capital resources, the importance of which we have already referred to above.

Mr. Friedhelm Hoffmann explains his counter-proposal as follows:

"The Board of Managing Directors is responsible for the fact that high losses have arisen at Deutsche Bank Luxembourg owing to loans to the East. The acts of management of people who make such mistakes cannot be ratified. On the contrary, they must make up for the loss incurred by the parent company with their own capital or forego their remuneration, or parts of it, from the parent company.

Furthermore, Members of the Board of Managing Directors Zapp, Weiss and Cartellieri, as Supervisory Board Chairmen at Hoesch, Continental and Girmes respectively, have done serious damage to the reputation of Deutsche Bank."

Reply:

The respective adjustment requirement at Deutsche Bank Luxembourg is due to the latest political and economic development in the eastern European countries; we refer to page 16 of our Annual Report.

The criticism of the mentioned Members of the Board of Managing Directors is unjustified.

Ms. Sachau's reasons are as follows:

"'German weapons, German money are killing throughout the world' – this polemic statement unfortunately became frightening reality again in the Gulf War.

Deutsche Bank is affected, too, because it did not use its strong influence at the General Meeting and in the Supervisory Board of Daimler-Benz to prevent the sale of military equipment to Iraq. Thus, Mercedes delivered special low-loaders as launching pads for Scud rockets, and attack helicopters from the Daimler-Benz subsidiary MBB suppressed the resistance of the Iraqi people to the dictator Hussein.

Ethical reflection in the tradition of Alfred Herrhausen would have forced Deutsche Bank's Board of Managing Directors to refuse such inhuman transactions."

Reply:

As we have learned, neither Daimler-Benz AG nor Mercedes-Benz AG delivered to Iraq special low-loaders as launching pads for Scud rockets. The public prosecutor's office in Stuttgart has therefore refused to start investigations in connection with this accusation. Nor, according to our information, did MBB deliver attack helicopters to Iraq.

Dr. Bartke-Anders, Gesellschaft für Wertpapierinteressen e. V., and Mr. Milke filed the counter-proposal with respect to items 3 and 4 of the agenda that ratification of the acts of management of the Board of Managing Directors and of the Supervisory Board be refused. Mr. Clemente and Mr. Friedhelm Hoffmann (see above) have also announced the proposal to refuse ratification of the acts of management of the Supervisory Board.

Dr. Bartke-Anders explains her proposal as follows:

"Deutsche Bank turned in a splendid profit performance in 1990; it did not, however, develop any discernible activities with regard to the fundamental reduction of Third World countries' indebtedness. Deutsche Bank neither took up initiatives such as the Brady Plan nor did it use the provisions accrued for this purpose for other debt relief measures. It is clear from the development of business with the East that Deutsche Bank has learned from the debt crisis. The starving people from the southern part of the world had to pay for this lesson: their considerable debt is robbing them of the scope for the necessary economic and social development.

Deutsche Bank's sense of responsibility is called for here!"

Reply:

In our reply to the counter-proposal of Dr. Bartke-Anders at last year's General Meeting, we pointed out that we contribute to relieving the debt burden of Third World countries by participating in reschedulings, by partial waivers and by interest rate reductions. In the past financial year, we participated under the Brady Plan, for example, in agreements concerning the reduction of the debt burden of Mexico, Venezuela and the Philippines. This involved not inconsiderable waivers of redemption and interest payments.

The reasons given by Gesellschaft für Wertpapierinteressen e.V. are as follows:

"The Board of Managing Directors, which prides itself at every available opportunity on promoting the formation of wealth, destroyed assets at Girmes-AG, 'Deutsche Bank residual quotas'. Deutsche Bank is majority shareholder. The Board of Managing Directors applied for deletion of the company in the Commercial Register and cancellation of stock exchange quotation. Reasons: 'No value'. A different stance was adopted by the Hamburg District Court with the termination of the deletion proceedings for 'Commerzbank residual quotas'. By court decision, 'residual quotas' are assets. (DM 750,000,000 was offered just for real estate [former GDR]). Quasi-cartel agreements exist. One attorney represents all big banks. Solidarity between all big banks – only in this sector – allows 'residual quota compositions' + criticism from Board of Managing Directors everywhere. Such a lack of consideration for shareholders' property must never be approved. Leads to loss of confidence."

Reply:

Supplementary liquidators have been appointed for the "Altbank". Whether there will be reimbursements or compensation payments owing to expropriations of the "Altbank" on former GDR territory is still undecided. If they are made, the deletion of the "Altbank" would not entail a withdrawal from asset or legal positions. A supplementary settlement would take place (§ 273 (4) Stock Corporation Act). Here, existing liabilities of the Altbank would first have to be settled. Any surplus would be distributed to residual quota holders, whose interests are represented by the above-mentioned supplementary liquidators.

Mr. Clemente and Mr. Friedhelm Hoffmann explain their proposals to refuse ratification of the acts of management of the Supervisory Board as follows:

Mr. Clemente:

"The Members of the Supervisory Board are not in a position to influence the Board of Managing Directors in such a way that productivity is improved. The approval of excessive issue prices for new shares suggests that the duty to protect shareholders' interest from a commercial standpoint is wanting."

Mr. Friedhelm Hoffmann:

"Up to now, the Supervisory Board has in many cases not succeeded in influencing the Board of Managing Directors in such a way that it abstains from unprofitable deals. It has therefore not fully performed its task – controlling decisions of the Board of Managing Directors in all cases and restraining it from unquantifiable risks."

Reply:

The bank's Annual Statement of Accounts and its reported profit give no reason to assume that the Supervisory Board has neglected its duties to the company or its shareholders. We have commented above on the issue price of the new shares.

Mr. Milke explains his proposal as follows:

"Within the framework of the North-South conflict, with its strong tensions, Deutsche Bank bears great responsibility. In 1990, the Board of Managing Directors and Supervisory Board did not contribute to the real de-escalation of this conflict, e.g. through substantial debt forgiveness, or contribute to preventing the Gulf War which, as we know today, claimed and is still claiming innumerable victims. On the contrary, It

would appear that Deutsche Bank actually promoted the substantial arms exports of associated companies, or at least did not prevent them. The Board of Managing Directors and Supervisory Board have thus damaged the reputation of the Federal Republic and the company."

Reply:

We refer to our reply on the counter-proposal of Dr. Bartke-Anders. It is not correct that Deutsche Bank has promoted substantial arms exports.

Gesellschaft für Wertpapierinteressen e. V. and Mr. Bolko Hoffmann announce the counter-proposal with respect to agenda item 4 to refuse ratification of the acts of management of the Supervisory Board.

Reasons given by Gesellschaft für Wertpapierinteressen e.V.:

"The Supervisory Board is to be rebuked for not making Mr. Cartellieri, in the case of Girmes, file notification of a loss of more than 50 % of share capital. It seems to us that wrong information and incorrect representations were given here. For otherwise an immediate notification of bankruptcy after the General Meeting would not have been possible. Capital increase and bankruptcy with no time gap are self-contradictory. Such serious changes in value that can turn positive capital into a capital deficit in seconds do not exist. To sustain the value of your equity investment, the Supervisory Board should have pressed much earlier for a merger with the "Altbank" or for a compensation offer with respect to residual quotas. For the "severance resolutions" at the time stipulated a contractual split between "western and eastern property rights". This has not been complied with".

Reply:

The developments at Girmes AG were the object of the discussion at last year's Annual Meeting on May 16, 1990, in Essen. We have already commented above on the "Altbank". A merger between the "Altbank" and "Neubank", given the advanced stage of the development of our branch network in the new federal states, would not make sense.

Reasons given by Mr. Bolko Hoffmann:

"According to television reports, Mr. Abs, Honorary President of the Supervisory Board is said to have been prohibited from entering the U.S.A owing to his role in the National Socialist period. Furthermore, according to the OMGUS report, as a former Delbrück partner is supposed to have been housebanker for Hitler's private accounts. The OMGUS report also states that his private secretary and assistant was the SS man

Ulrich. He participated actively in the aryanization process. Through personal acquisition of formerly Jewish property, he became beneficiary of the Nazi regime. Such a man cannot remain Honorary President of the biggest German bank. This is not just a banking question, but a subject of national dimensions”.

Reply:

Mr. Abs possesses a valid entry visa for the U.S.A. and has made a large number of business trips to the U.S.A. without any interference. The criticism made by the OMGUS report has been described as incorrect in a legally valid judgement.

Gesellschaft für Wertpapierinteressen e.V. also announces counter-proposals with respect to agenda items 5 (election of the auditor for the 1991 financial year), 6 (authorization to issue participatory certificates with warrants) and 7 (creation of authorized capital).

Reasons for the proposal with respect to agenda item 5:

“We propose for election: Price Waterhouse u. Co., Frankfurt am Main, or Peat Marwick Mitchell & Co., Frankfurt am Main. Reason: We consider the Annual Report and Annual Statement of Accounts for 1990 to be misleading. The restoration of full sovereign rights and reunification shed a different light on the “Deutsche-Altbank” holding. Conclusions should have been drawn from the termination of the deletion proceedings for Commerzbank (alt). The Court no longer assumes that Commerzbank (alt-“residual quotas”) has no assets. The Court has received an application for convention of an extraordinary general meeting for Commerzbank (alt) and has not rejected it. Resolution regarding liability for damages totalling DM 4 bn. has been submitted. Given cartel-like behaviour, the same attorney for all “Altbanken”, fully coordinated actions, the auditor should not, as he did, have issued a certificate. Deutsche Bank residual quotas have the same market price potential as Commerzbank residual quotas because cartel or pool behaviour on the part of all “Alt” big banks creates the same assessment yardsticks”.

Reasons for the proposal with respect to agenda item 6:

“This issue should be postponed for 2 years above all for the protection of foreign investors until the general meeting of Commerzbank (alt) (residual quotas) foreseen for the near future has taken place and the date of which, at the request of Commerzbank, is to follow the general meeting of the “Neubank”. It is certainly presumable that the extraordinary general meeting of the “Altbank” will reveal important facts with regard to the “Neubank”’s liability for damages and,

owing to the same behaviour on the part of all big banks, will also lead to the same facts, consequences. The situation is made more difficult by the fact that severance resolutions were never recorded in the commercial register, which foreigners are not aware of. Reunification also sets new measures”.

Reasons for the proposal with respect to agenda item 7:

“We shall refuse this. Should, however, owing to the exclusion of subscription rights, the capital increase serve the merger between “Altbank” and “Neubank”, the counter-proposal would be superfluous. Reasons: Mr. Kopper, Chairman of the Board of Managing Directors, had announced at the last General Meeting the supplementary liquidation of the “Altbank”. But this has been impeded, or at least delayed. If a supplementary liquidation did come, this could lead to a liability for damages, costs, etc. totalling billions (see agenda items 3, 4, 5, 6). The prices of new shares could possibly suffer - if they were not issued at par. Merger would solve our problems, prevent liability for damages owing to infringement of eastern agreements, use of name, etc. in the former GDR. The unity of the “Alt” Grobanken has now been permanently upset by the continued existence of the “Altcommerzbank” and will promote important and useful insights because the proceedings will no longer develop identically. These difficulties will not arise if there is a merger. In this case, all “Altbank” claims would automatically pass to the merged company”.

Reply:

In connection with the “Altbank” we refer to our remarks above. It is not true that the supplementary liquidation is being impeded or delayed. Claims for damages on the part of the “Altbank” against Deutsche Bank AG were denied by decisions of the Berlin Higher Regional Court (Kammergericht) of May 25, 1976 and the Federal Supreme Court (Bundesgerichtshof) of May 23, 1977. There are therefore no objections to the certificate given by our auditors and there is also no reason to postpone the proposed authorization to issue participatory certificates or to refuse the planned authorization to issue new shares.

With kind regards,

**Deutsche Bank**  
Aktiengesellschaft

The Board of Managing Directors

Frankfurt am Main, April 1991

- Group Coordinators, Executive Vice Presidents and Senior Vice Presidents at the Head Office and Regional Head Branches of Deutsche Bank AG
- Boards of Managing Directors and Managing Directors of subsidiaries in Germany and abroad, General Managers and Managers of foreign branches, Heads of foreign representative offices



## Group Coordinators, Executive Vice Presidents

Dr. Hans-Peter Ferslev  
Dr. Klaus Gaertner  
Peter Gerard  
Hans-Joachim Goetz  
Rudolf Habicht  
Dr. Frank Heintzeler  
Henning Jess  
Dr. Klaus Juncker  
Dr. Hanns Kippenberger

Christoph Könneker  
Heinrich Kunz  
Axel Osenberg  
Dr. Burkhardt Pauluhn  
Barthold von Ribbentrop  
Bernhard F. Rohe  
Wilhelm Schlaus, General Counsel  
Dr. Hans Walter Schlöter  
Dr. Werner Schwillung

Günter Sonnenburg  
Helmut Trötscher  
Christian L. Vontz  
Prof. Dr. Norbert Walter,  
Chief Economist  
Johann Wieland  
Christoph Woermann  
Dr. Karl Friedrich Woeste

## Senior Vice Presidents at Head Office

Horst Achenbach  
Hans-Joachim Baumgart  
Peter Beitel  
Claus-Werner Bertram  
Dr. Fritz Bessell  
Helmut von der Bey  
Dr. Jürgen Bilstein  
Dettel Bindert  
Bernhard Böhmor  
Rainer Böhm  
Dr. Ulrich Bosch  
Michael von Brentano  
Hans Buskase  
Ulrich Cutik  
Dr. Jürgen Delbrück  
Dr. Thomas R. Fischer  
Günther Geller  
Karl-Heinz Gersemsky  
Dr. Peter Grasnick  
Dr. Gernot von Grawert-May  
Paul B. Grosse  
Hellmut Hartmann  
Harald Helleken  
Winfried Holzwarth  
Dr. Ulrich Hoppe  
Ralph P. Jessen  
Dr. Elmar Kindermann  
Dr. Klaus Kohler,  
Deputy General Counsel  
Dr. Hans-Dirk Krekeler

Michael Kremer  
Dr. Siegfried Kümpel  
Gisela Kurtz  
Peter Laube  
Klaus Leukert  
Dr. Hans-Dieter Liesering  
Dr. Reinhard Marsch-Barnier  
Dr. Hans Otto Mehl  
Günter E. Moissner  
Herbert Michel  
Michael Müller  
Dr. Frank-Jürgen Müssigbrodt  
Dr. Martin Murtfeld  
Klaus Nagel  
Dr. Knut Neuss  
Dr. Manfred Obermüller  
Horst Peters  
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Heinz-Dieter Rahlves  
Jürgen Rebouillon  
Hans Reder  
Hans Günter Römhild  
Dr. Peter Rösler  
Bernhard Schinnerling  
Max Schläger  
Harald Schlawin  
Heinz Kurt Schulz  
Jürgen Schuricht

Rolf Sexauer  
Adolf Sievers  
Dr. Hans-Joachim Spranger  
Heinz Starzinski  
Richard Steinig  
Otto Steinmetz  
Dr. Rainer Stephan  
Dr. Rudolf Stützel  
Peter Thelen  
Alexander Trog  
Erhard Ullrich  
Alexander von Ungern-Sternberg  
Dr. Thomas Veit  
Hans-Werner Voigt  
Horst Volke  
Gerd Volkemer  
Dr. Siegfried Weber  
Dr. Olaf Wegner  
Wolfgang Wendt  
Manfred Wich  
Knut Witschel  
Klaus Wodsak  
Hinrich Wöckener  
Claus Wreth  
Prof. Dr. Otto Wulff

## **Executive Vice Presidents and Senior Vice Presidents at the Regional Head Branches**

### **Berlin**

Dr. Bernd von Arnim  
Dr. Michael Fernholz  
Günter Geller  
Kurt Kasch  
Edgar Most  
Axel Osenberg  
Dr. Friedrich Wilhelm Wiethöge

### **Bielefeld**

Ernst Cremer  
Dr. Harald Link  
Dr. Michael-Walter Schnabel  
Lothar Zelz

### **Bremen**

Dr. Roland Bellstedt  
Marc-Aurel von Dewitz  
Peter Hartmann

### **Cologne**

Dr. Wolf-Roderich Bringewald  
Wilhelm Clemens  
Dr. Klaus Dintelmann  
Karl-Heinz Fink  
Dieter Groll  
Friedhelm Wolff

### **Düsseldorf**

Dr. Hermann-Josef Kallen  
Hans Langenfeld  
Wolfgang Möller  
Günter Sengpiel  
Dr. Rüdiger Weber

### **Essen**

Dr. Wolfgang Tillmann  
Dr. Lothar Wackerbeck  
Dr. Axel Wiesener

### **Frankfurt**

Dr. Bernhard Klaus Dott  
Lutz Gebser  
Dr. Thomas Kurze  
Karlheinz Pfeffer  
Dr. Hugo Graf von Walderdorff

### **Freiburg**

Ernst Baroiss  
Dr. Dieter Eisele  
Dr. Hans-Peter Hirner

### **Hamburg**

Dr. Hanns Kippenberger  
Christoph Könneker  
Dr. Jan Hiemisch  
Günther Hoops  
Dr. Tessen von Heydebreck

### **Hanover**

Wolfgang Büsselberg  
Hans-Detlev von Garnier  
Joachim Hellermann  
Horst Risse

### **Leipzig**

Dr. Henning Adt  
Jürgen Grosskopf  
Wolfgang Kellert  
Monika Nestler  
Dr. Dirk von Walcke-Wulffen  
Rüdiger Wrede

### **Mainz**

Rolf-Dieter Plantholz  
Dr. Klaus Stapper

### **Mannheim**

Dr. Günter Frowein  
Dr. Fritz Lamb  
Dr. Bernd von Maltzan  
Karlheinz Reiter  
Michael Prinz von Sachsen-Weimar

### **Munich**

Dr. Hans-Peter Binder  
Dr. Lutz Mellinger  
Georg Oswald  
Dr. Hans-Joachim Schniewind

### **Stuttgart**

Holmut Ballé  
Manfred ten Brink  
Norbert Elsen  
Dr. Wolfram Freudenberg  
Michael Osterwind

### **Wuppertal**

Dr. Walter A. Blum  
Detlef Frlenbruch  
Rolf-Peter Rosenthal

# Boards of Managing Directors and Managing Directors of subsidiaries in Germany and abroad, General Managers and Managers of foreign branches, Heads of foreign representative offices

## Federal Republic of Germany

**Deutsche Bank Berlin Aktiengesellschaft,**  
Berlin  
95 business offices

Board of Managing Directors:  
Dr. Bernd von Arnim · Dr. Michael Fernholz  
Kurt Kasch · Dr. Friedrich Wilhelm Wiethöge

**Deutsche Bank Saar Aktiengesellschaft,**  
Saarbrücken  
17 business offices

Board of Managing Directors:  
Michael Böhm · Dr. Jost Prüm  
Lutz Schiffrers

**Deutsche Bank Lübeck Aktiengesellschaft  
vormals Handelsbank, Lübeck**  
40 business offices

Board of Managing Directors:  
Max-J. Darpe · Bernd Satz

**Deutsche Centralbodenkredit-  
Aktiengesellschaft, Berlin-Cologne**  
15 business offices

Board of Managing Directors:  
Dr. Michael Gellen · Dr. Jürgen Huvendick  
Joachim Plessner · Detlev Rode

**Frankfurter Hypothekbank  
Aktiengesellschaft, Frankfurt am Main**  
15 business offices

Board of Managing Directors:  
Dr. Gerd Koidl · Dr. Bernd W. Rohrer  
Dr. Hans Schuck

**Lübecker Hypothekbank  
Aktiengesellschaft, Lübeck**  
14 business offices

Board of Managing Directors:  
Peter Ott · Dr. Gerhard Schäfer  
Wilmar von Wentzky

**Schiffshypothekbank  
zu Lübeck AG, Hamburg**

Board of Managing Directors:  
Dr. Hanns Kippenberger · Olaf Peters  
Dr. Henning Winter

**Deutsche Gesellschaft für  
Fondsverwaltung mbH, Frankfurt am Main**

Managing Directors:  
Dr. Rolf Geisler · Hans-Uwe Lüders  
Dr. Günter Schaub  
Rolf Ernst Bergmann (from 1. 2. 1991)

**DWS Deutsche Gesellschaft für  
Wertpapiersparen mbH, Frankfurt am Main**

Managing Directors:  
Udo Behrenwaldt · Dr. Ernst Bracker  
Wolfgang Gode  
Axel-Günter Benkner, Deputy

**Grunelius KG Privatbankiers,**  
Frankfurt am Main

General Partners:  
Jürgen Kleppa · Edmund Knapp  
Gerd Schmitz-Morkramer

**Deutsche Asset Management GmbH,**  
Frankfurt am Main

Managing Directors:  
Ernst-Ludwig Drayss  
Dr. Rolf Geisler · Hans-Uwe Lüders  
William R. Richards  
Hannes-J. Baumann, Deputy

**Deutsche Bank Bauspar-  
Aktiengesellschaft, Frankfurt am Main**

Board of Managing Directors:  
Gerhard Hörter · Dr. Helmuth Kiesel  
Walter Klug · Dr. Hans Wielens

**Deutsche Beteiligungsgesellschaft mbH,**  
Frankfurt am Main  
10 business offices

Managing Directors:  
Dr. Wilhelm Dettmering · Karl-Heinz Fanselow  
Dr. Günter Leopold · Reinhard Löffler

**GEFA Gesellschaft für  
Absatzfinanzierung mbH, Wuppertal**  
31 business offices

Managing Directors:  
Richard Bernhardt · Dr. Uwe Kayser  
Dr. Peter Lambeck  
Wolfgang Karsten (from 1. 1. 1991)

Subsidiaries:

GEFA-Leasing GmbH, Wuppertal

EFGEE Gesellschaft  
für Einkaufs-Finanzierung mbH,  
Düsseldorf

ALD AutoLeasing D GmbH, Hamburg

DB Export-Leasing GmbH,  
Frankfurt am Main

Managing Directors:  
Rupert A. Bucher · Horst Kortholt  
Michael A. Kremer

**Roland Berger & Partner Holding  
GmbH\*, Munich**

Managing Directors:  
Roland Berger · Wolfgang Mast

**Deutsche Gesellschaft für  
Mittelstandsberatung mbH, Munich**

Managing Directors:  
Peter G. von Windau  
Michael Schumacher

**Lebensversicherungs-AG  
der Deutschen Bank,**  
Wiesbaden

Board of Managing Directors:  
Dr. Christian Baltzer · Dr. Michael Renz  
Sven-Michael Slottko · Johann Wieland

**DEBEKO Immobilien GmbH,**  
Eschborn

Managing Directors:  
Roland Waltert · Hans-Rainer Pisocki, Deputy  
Helmut Ullrich, Deputy

**DB Morgan Grenfell GmbH,**  
Frankfurt am Main  
Rolf Betz, Managing Director

\*not under uniform direction

## Europe

(excl. Federal Republic of Germany)

### Austria

Deutsche Bank (Austria) Aktiengesellschaft,  
Vienna  
Managing Directors:  
Mag. Stephan Handl, Spokesman  
Dr. Wilhelm Gorton

### Belgium

Deutsche Bank AG, Succursale de Bruxelles  
Deutsche Bank AG, Filiaal Antwerpen  
Ernst Wilhelm Contzen, Directeur  
Dr. Dirk-Joachim von Walcke-Wulffen,  
Directeur  
Clove Cuvelier (from 1. 1. 1991)

DB (Belgium) Finance S.A./N.V., Bruxelles  
Ernst Wilhelm Contzen, Administrateur  
Dr. Dirk-Joachim von Walcke-Wulffen,  
Administrateur

### Czechoslovakia

Deutsche Bank AG,  
Representative Office, Prague  
Jaroslav Kudona

### France

Deutsche Bank AG, Succursale de Paris  
François-Xavier d'Aligny, Directeur  
Dr. Rainer W. Boden, Directeur  
Norbert Houet-Dutruge, Directeur  
Franz-Hesso zu Leiningen, Directeur  
Dieter Wunsch, Directeur  
Horst Jürgen Seidel (from 1. 1. 1991)

Deutsche Bank AG, Succursale de Strasbourg  
Franz G. Thielen, Directeur

### Hungary

Deutsche Bank AG,  
Representative Office, Budapest  
Laszlo Kronheim

### Italy

Banca d'America e d'Italia S.p.A., Milano  
Dott. Gianmilio Osculati,  
Amministratore Direttore Generale  
e Amministratore Delegato  
(more than 100 branches)

### Luxembourg

Deutsche Bank Luxembourg S.A., Luxembourg  
Dr. Ekkehard Storck, Administrateur-délégué,  
Directeur Général

Europäische Hypothekenbank S.A.,  
Luxembourg  
Dr. Bernt W. Rohrer, Administrateur-délégué

Internationale Investment  
Management Gesellschaft S.A. (IIM),  
Luxembourg  
Udo Behrenwaldt, Administrateur-délégué  
Dr. Claus Meyer-Cording, Directeur

### Netherlands

H. Albert de Bary & Co. N.V., Amsterdam  
Managing Directors:  
H. Fontein  
A. F. Baron van Lijnden  
B. A. Wilken  
Kantoor Rotterdam  
P. Dubbeld, Direktor

### Poland

Deutsche Bank AG,  
Representative Office, Warsaw  
Norbert Cypionka

### Portugal

Deutsche Bank de Investimento, S.A.,  
Lisbon  
Dr. Rui Leão Martinho, Presidente da Direcção  
Sucursal Porto  
Eng. Antonio Bernardo, Adjunto da Direcção

### Soviet Union

Deutsche Bank AG,  
Representative Office, Moscow  
Hubert Pandza

### Spain

Deutsche Bank AG, Sucursal en España, Madrid  
Director General:  
Juan Carlos Garay Ibargaray

Banco Comercial Transatlántico, S.A.  
(BANCOTRANS),  
Barcelona  
Juan Carlos Garay Ibargaray,  
Consejero Delegado  
(more than 100 branches)

### Switzerland

Deutsche Bank (Suisse) S.A.  
Deutsche Bank (Schweiz) AG  
Deutsche Bank (Svizzera) S.A.  
Head Office Geneva  
Managing Directors:  
Karl Ludwig Goldner  
Bruno Winkler  
Rolf H. Wirth

Lugano Branch  
Giorgio Lupi, stv. Direktor

Zurich Branch  
Rolf H. Wirth, Direktor

### Turkey

Deutsche Bank AG, Representative Office,  
Istanbul  
Holger Falke

### United Kingdom

Deutsche Bank AG, London Branch  
Dr. Klaus Albrocht, General Manager  
Charles Low, General Manager

Manchester Office  
David Robinson, Regional Manager

DB U. K. Finance p.l.c., London  
Ian M. McNeil, General Manager

Deutsche Bank Capital Markets Ltd., London  
Michael von Brentano, Managing Director  
Alexander von Ungern-Sternberg, Managing  
Director

## America

### Argentina

Deutsche Bank AG, Sucursal Buenos Aires  
Gerentes Generales:  
Karl Ostenrieder  
Raúl G. Stocker  
Ekkehard Wagner

### Brazil

Deutsche Bank AG, Filial São Paulo/SP  
Manfred Hamburger, Gerente Geral  
Christian Rockmann, Gerente Geral

Deutsche Bank AG, Filial Campinas/SP  
Hans-Jürgen Horstmann, Gerente

Deutsche Bank AG, Filial Porto Alegre/RS  
Lauro Altmann, Gerente

**Canada**

Deutsche Bank (Canada), Toronto, Ont.  
Wolfgang Welge,  
President and Chief Executive Officer

McLean McCarthy Ltd., Toronto, Ont.  
Ronald Lemke, President and Chief  
Executive Officer

**Chile**

Representación del Deutsche Bank AG  
Santiago de Chile  
Veit Cluss  
Region: Chile, Bolivia

**Mexico**

Deutsche Bank AG  
Representación en México, México, D.F.  
Dr. Martin Weigand  
Region: Mexico, Central America

**Netherlands Antilles**

Deutsche Bank Finance N.V.,  
Curaçao  
Otto Rogener, Managing Director

**Uruguay**

Banco de Montevideo, Montevideo  
Jürgen L. Born, Director, Gerente General  
Cr. Mario San Cristóbal, Gerente General

**U.S.A.**

Deutsche Bank AG, New York Branch  
Executive Vice Presidents  
and General Managers:  
Dr. Helmut von Natzmer  
Michael Bassmann  
Detlev Staedcker

Deutsche Bank AG, Chicago Branch  
Martin E. Raho, Manager

Deutsche Bank AG, Los Angeles Branch  
Klaus W. Bruewer, Senior Vice President

Deutsche Bank Capital Corporation, New York  
Christian Stronger,  
Managing Director

Deutsche Bank Government Securities, Inc.,  
New York  
Christian Strenger, President

Deutsche Credit Corporation, Deerfield, Ill.  
Dr. Michael Zitzmann,  
President and Chief Executive Officer

**Venezuela**

Representación del Deutsche Bank AG,  
Caracas  
Hans-Hartwig von Wartenberg  
Region: Venezuela, Ecuador,  
Caribbean region (excl. Cuba),  
Colombia, Panama

**Near and Middle East****Bahrain**

Deutsche Bank AG, Representative Office,  
Manama  
Burkhard Klein  
Region: Bahrain, Iraq, Jordan, Kuwait,  
Lebanon, Oman, Qatar, Saudi Arabia,  
Syria, United Arab Emirates

**Egypt**

Deutsche Bank AG, Representative Office,  
Cairo  
Rolf-Dieter Hasel  
Region: Egypt, Ethiopia, Sudan,  
Yemen Arab Republic

**Iran**

Deutsche Bank AG, Representative Office,  
Tehran  
Theodor Lanfermann  
Region: Iran, Afghanistan

**Africa****Nigeria**

Deutsche Bank  
Representative Office (Nigeria) Ltd.,  
Lagos  
Dieter Hierner

**South Africa**

Deutsche Bank AG, Representative Office,  
Johannesburg  
Siegfried K. Brunnenmiller

**Asia and Australia****Australia**

Deutsche Bank Australia Ltd.,  
Melbourne/Sydney  
Dr. Hans-Jürgen Beck, Managing Director

Bain & Company Ltd.\*, Sydney  
Maurice Newman, Executive Chairman  
John Barnes, Managing Director

**China**

Deutsche Bank AG, Representative Office  
in China,  
Beijing  
Christoph M. Ewerhart

**Hong Kong**

Deutsche Bank AG, Hong Kong Branch  
Dr. Michael Thomas, General Manager

**DB Capital Markets (Asia) Ltd.\***

Hong Kong Head Office  
Helmut Wilhelm Mader, Managing Director

**India**

Deutsche Bank AG, Bombay Branch  
Juergen-Hinrich Frese,  
General Manager - India  
Harkirat Singh, General Manager

Deutsche Bank AG, New Delhi Branch  
S.N. Kapur, General Manager,  
Deputy General Manager - India

**Indonesia**

Deutsche Bank AG, Jakarta Branch  
Jürgen Marziniak, General Manager

Deutsche Bank AG, Surabaya Branch  
Toar Tensil, Manager

P. T. Euras Buana Leasing Indonesia\*, Jakarta  
Aloke Ganguli, President Director

**Japan**

Deutsche Bank AG, Tokyo Branch  
Jürgen Fitschen, General Manager in Japan  
Johannes Schöter, General Manager  
Tatsuo Kawahara, General Manager

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\*) Affiliate

Deutsche Bank AG, Nagoya Branch  
Yoshiaki Itoh, Manager  
Isamu Kojima, Manager

Deutsche Bank AG, Osaka Branch  
Dr. Thomas Duhnkrack, General Manager

DB Capital Markets (Asia) Ltd.\*, Tokyo Branch  
Helmut Wilhelm Mader,  
Managing Director and General Manager

#### Korea

Deutsche Bank AG, Seoul Branch  
Dr. Hans-Dieter Laumeyer,  
General Manager – Korea

Deutsche Bank AG, Pusan Branch  
Kun-Il Chung, Manager

#### Macao

Deutsche Bank AG, Macao Branch  
Ingolf Grabs, Manager

#### Malaysia

Deutsche Bank AG, Kuala Lumpur Branch  
Heinz Pöhlson, General Manager

#### Pakistan

Deutsche Bank AG, Karachi Branch  
Hans-Michael Lüttge,  
General Manager – Pakistan

Deutsche Bank AG, Lahore Branch  
Shahid Wagar Mahmood, Manager

#### Philippines

Deutsche Bank AG, Manila Offshore Branch  
Angelica Yap-Azurin, Manager

#### Singapore

Deutsche Bank AG,  
Regional Head Office Singapore  
Executive Directors:  
Karlheinz Albrecht, Ashok Dayal, Alfred Steffen

Deutsche Bank AG, Singapore Branch  
Frederick J. A. Brown, General Manager  
Winston Tan, General Manager

Deutsche Bank (Asia Pacific) Ltd., Singapore  
Rogers D. Le Baron,  
Managing Director

#### Sri Lanka

Deutsche Bank AG, Colombo Branch  
Edward W. Coll, General Manager

#### Taiwan

Deutsche Bank AG, Taipei Branch  
Sharon Fong, General Manager

#### Thailand

Deutsche Bank AG, Bangkok Branch  
Gerhard Heigl, General Manager

#### *Further holdings in banks in*

Abidjan · Brazzaville · Lomé · London  
Luxembourg · Rabat · São Paulo

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\* Affiliate

## Morgan Grenfell Group

### Morgan Grenfell Group plc, London

J. A. Craven, Chairman  
Hilmar Kopper, Joint Deputy Chairman  
A. E. Richmond-Watson,  
Joint Deputy Chairman  
M. W. R. Dobson, Chief Executive

#### Principal Subsidiaries

Morgan Grenfell & Co. Ltd., London  
R. M. L. Webb, Chairman  
G. N. Dawson, Joint Deputy Chairman,  
Head of Corporate Finance  
J. B. Rawlings, Joint Deputy Chairman,  
Head of Banking

Subsidiaries in: Australia, Brazil,  
Federal Republic of Germany, France,  
Italy and Japan

Morgan Grenfell Asset Management Ltd.,  
London  
M. W. R. Dobson, Chairman  
K. E. Percy, Chief Executive  
M. Bullock, Managing Director  
Subsidiaries in: Japan,  
Singapore and U.S.A.

Morgan Grenfell Development Capital Ltd.,  
London  
R. H. Smith, Chairman & Chief Executive

Morgan Grenfell (C. I.) Ltd., St. Helier/Jersey  
P. E. Smith, Managing Director

Morgan Grenfell Asia Holdings Pte. Ltd.,  
Singapore  
Ng Soo Peng, Chairman  
Hsieh Fu Hua, Managing Director

C. J. Lawrence Inc., New York  
J. E. Moltz, President