

## Deutsche Bank AG (Germany) [DTBK Y]

Reporting Date: 2004-12-30

Taunusanlage 12  
Frankfurt am Main, D-60262  
Website: www.deutsche-bank.com

Description:

Deutsche Bank is a holding company acting as an international financial service provider. Co. offers financial services in 74 countries, including corporate banking and securities, transaction banking, asset management, and private wealth management. Co. also has a significant private and business banking franchise in Germany and other selected countries in Continental Europe. In Asia Pacific, Co. has over 30 offices in 15 countries. As of Dec 31 2004, Co. had total assets of Euro840,068 million, total deposits of Euro329,469 million and net loans of Euro136,344 million.

Company Criteria for Consideration

Industry: Financial Services and Banks  
Location(s): All Locations  
Company Size(s): Large (Net Sales Revenue > \$1B)  
Current Total IT Spending: Greater than \$1,000  
ROIT™ (EVA / IT Spending): Less than 0.0%

Value Opportunity Profile

Key Performance Indicator	Company Value	Industry Average (Large)
Total Employees	66,115	21,269
Net Sales Revenue (in Millions)	\$60,576.38	\$8,717.92
Sales Revenue Growth	13.3%	12.9%
Net Income Growth	97.2%	35.8%
EVA (in Millions)	(\$654.56)	(\$415.82)
Return on Equity	9.5%	8.2%
SG&A / Sales Revenue	28.5%	34.0%
SG&A / Employee (in Thousands)	\$261.45	\$139.23
Return on Assets (ROA)	0.3%	0.7%
Current Total IT Spending	\$2,335,537,910	\$432,374,660
ROIT™ (EVA / IT Spending)	-28.0%	-96.2%
IT Spending / Sales Revenue	3.9%	5.0%
IT Spending / Employee	\$35,325	\$20,329
IT Spending / Knowledge Worker	\$41,559	\$23,916
IT Spending Growth	1.2%	8.3%
Employees / IT FTEs	16	31

Key Buyer Contacts

**Executives**

C.F.O. - Dr. Clemens Boersig  
Chief Administrative Officer - Dr. Tessen von Heydebreck  
C.O.O. - Hermann-Josef Lamberti  
Chmn. - Dr. Rolf E. Breuer  
Dep. Chairperson., Emp. Rep. - Heidrun Foerster  
Emp. Rep. - Klaus Funk  
Emp. Rep. - Sabine Horn  
Emp. Rep. - Rolf Hunck  
Emp. Rep. - Ulrich Kaufmann  
Emp.Rep. - Henriette Mark  
Emp. Rep. - Margret Moenig-Raane  
Emp. Rep. - Gabriele Platscher  
Emp. Rep. - Karin Ruck  
Emp. Rep. - Leo Wunderlich

**Director/Others**

Dr. Karl-Hermann Baumann  
Dr. Karl-Gerhard Eick  
Ulrich Hartmann  
Sir Peter Job  
Prof.Dr. Henning Kagermann  
Prof.Dr. Paul Kirchhof  
Tilman Todenhoefer  
Dr. Juergen Weber  
Albrecht Woeste