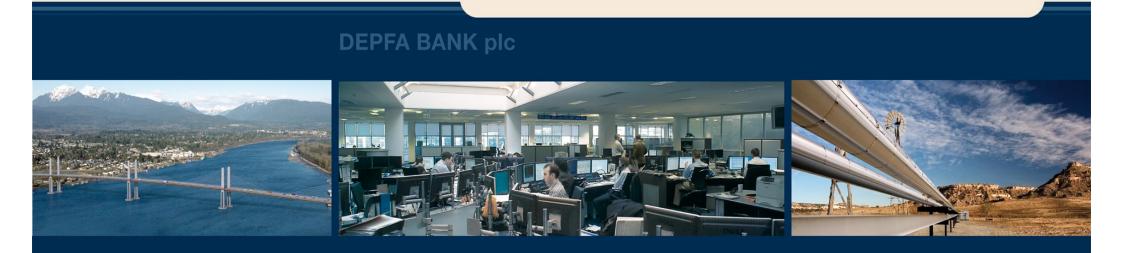
# **DEPFA – The Public Finance Bank**

Deutsche Bank 10<sup>th</sup> German Corporate Conference, Frankfurt, 20/21 June 2007





Dublin Amsterdam Chicago Copenhagen Frankfurt Hong Kong London Madrid Milan Mumbai New York Nicosia Paris Rome San Francisco Sao Paulo Tokyo Warsaw

## Our Vision = We Are "The Public Finance Bank"

We are the only bank that is exclusively focused on the Public Sector and Infrastructure Finance

## **DEPFA** ....

... is the only global bank that is exclusively **focused** on public sector and infrastructure finance

... has extensive **experience** with the specific financial, political and social requirements of the public sector

... is a **strong** financial partner **and independent** advisor to its clients

... provides **tailor-made** solutions for central and regional governments, municipalities, cities and infrastructure clients

... operates from **20 global** offices throughout Europe, America and Asia

...has a strong **entrepreneurial** spirit and a corporate culture that promotes diversity



#### We are proud of excellent, long-term client and investor relationships across all our asset and liability classes

#### Clients

#### **Public Sector**

- Most recognised Public Sector player globally besides Dexia
- Investing in our clients' assets and exclusive Public Sector focus provides a competitive edge
- Long serving and trusted financing partner to European sovereigns and sub-sovereigns
- Footprint in the US significantly expanded over recent years (now biggest country exposure, presence will grow following acquisition of First Albany)
- History of successful business in Japan
- Building relationships and access to markets in Asia, Central and Eastern Europe and Latin America

#### Infrastructure

- Global player in the international infrastructure market
- Strong focus on the US and Europe but growing globally

# DEPFA BANK

## Investors Major issues of covered Public Sector Bonds More than 100 Central Banks and State Agencies invest in DEPFA's liability products Excellent shareholder structure with numerous long-term value investors Implicit support assumed by Moody's: "DEPFA would be likely to benefit from external systemic support in the event that it required such support. In our opinion this support limits the default risk of DEPFA plc." Major player in US Guaranteed Investment Contract (GIC) market with a portfolio in excess of USD 3bn after 15 months Established CLO platform for PPP loans ("EPIC")



Within its peer group, DEPFA is the only pure-play public sector and infrastructure financing bank

## Public Sector Financing Core Peer Group (financing volumes 2006)

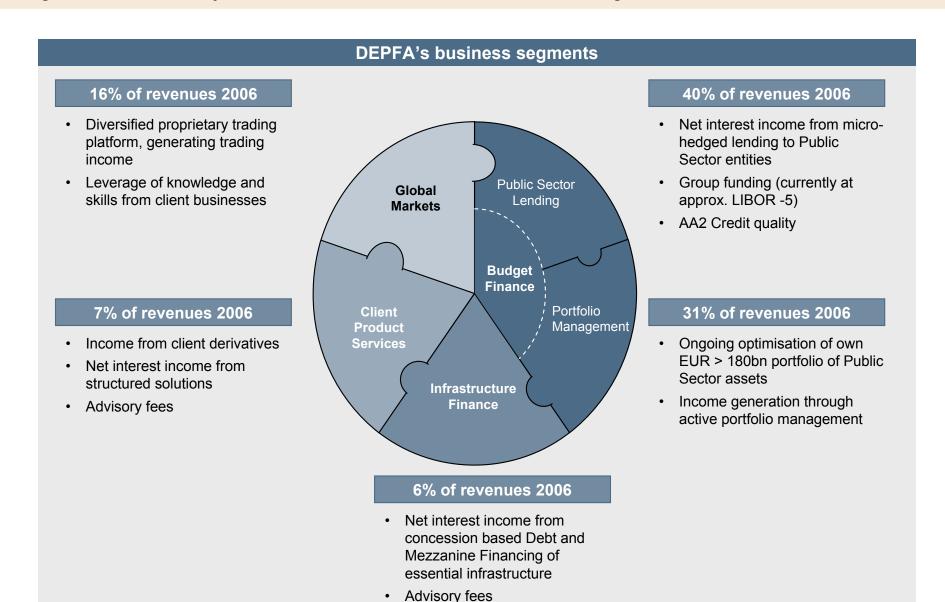
1 Dexia	€ 292 bn
2 DEPFA	€ 197 bn
3 Eurohypo	€ 109 bn
Intesa/San Paolo	€ 42 bn (pro-forma)

Source: DEPFA, company reports



## Our Business as of Today = Four Synergetic Business Segments

#### Budget Finance Historically the Breadwinner, Infrastructure Finance the "Rising Star"





#### High proportion of recurring and predictable revenues should not be underestimated!

Segment	Activity	Sources of Earnings	Revenue Stability and Predictability	Cumulative portion of Total 2006 Revenues
Budget	Lending (i.e. Loans, Bonds, Liquidity Facilities to Public Sector)	<ul> <li>High quality micro-hedged portfolio of Public Sector assets</li> <li>Competitive advantage of attractive funding levels</li> <li>Our Public Sector franchise and client base provides opportunities to generate consistent flow of new assets from sovereign to municipal credits and liquidity facilities</li> </ul>	Very Stable	
Finance	Portfolio Management	<ul> <li>Gains from portfolio rebalancing and optimisation</li> <li>Structural market conditions and established track record give comfort for future gains</li> <li>A sustainable level of recurring profits is achievable but impractical to predict exact level</li> </ul>	Stable	65%
IFU	Infrastructure financing	<ul> <li>High quality micro-hedged portfolio of PPP bonds and loan commitments</li> <li>Competitive advantage of know-how and expertise due to DEPFA's position as a market leader in PPP financing</li> <li>Our strong client base provides ongoing opportunities to generate consistent flow of new assets from PPP activities</li> <li>Increasing contribution from advisory services on infrastructure financing</li> </ul>	Very Stable	
CPS	Structured financing and Derivatives for Public Sector	<ul> <li>Main drivers are interest rate Swaps and structured products with the majority of transactions connected with the bank's financing activities (BF, IFU)</li> <li>Sustain earnings growth in the future from broadened client base, build up of Guaranteed Investment Contracts book and securitisation of client receivables</li> </ul>	Relatively Stable	86%
Global Markets	Positioning and Trading	<ul> <li>Shift from long-term interest rate positioning to more diversified trading platform will provide more stability to the earnings stream</li> <li>Earnings are relatively volatile but have contributed positively in the past</li> </ul>	Relatively Volatile	100%

**Client facing segments** 



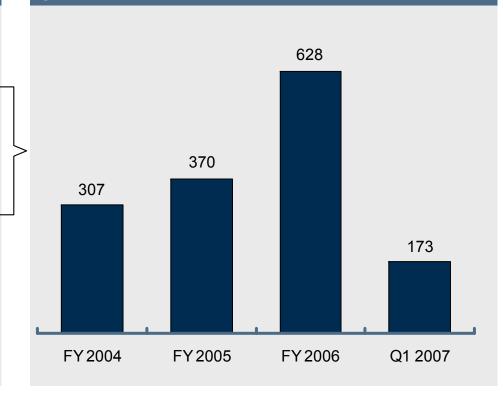
## Client-Facing Segments with Best Quarterly Result Ever

Shows that we are on track with our strategy of investing in these businesses

#### Pre tax profits Segmental Summary €m

Pre tax profit in €m	FY 2004	FY 2005	FY 2006	Q1 2007
Budget Finance	298	356	555	160
Infrastructure Finance	14	8	36	12
Client Product Services	-5	6	37	1
Global Markets	444	312	122	5
Corporate Centre	-96	-85	-104	-23
Total Group pre Tax	655	597	646	155

Pre tax profits Client Facing Segments (Budget Finance, IFU, CPS) €m





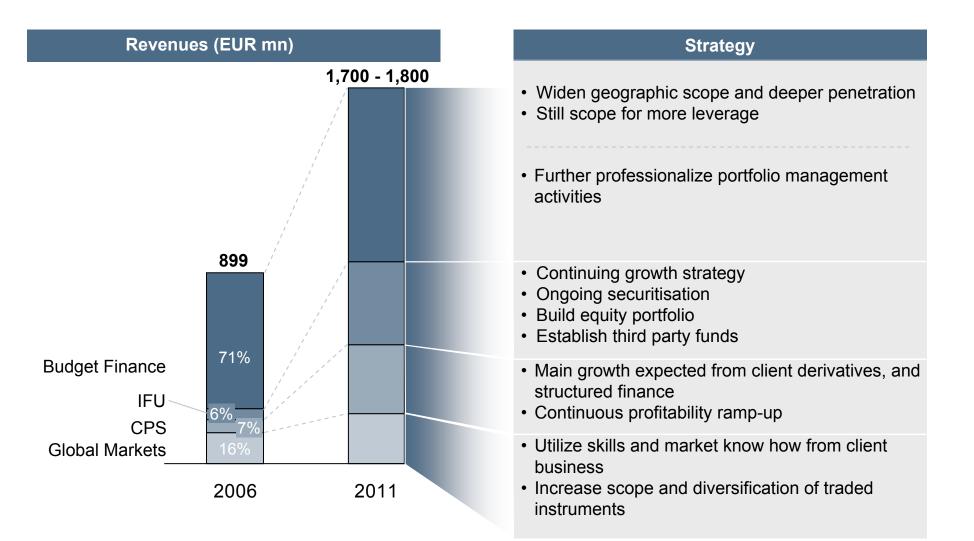
Investments are necessary – there is no free lunch in the banking industry – but they will pay off eventually

Target/Expectations	Actions
Revenues to double within 5 years	Investing in CRM franchise
Long-term RoE of 20%	Increasing investment in IFU
Long-term Cost Income Ratio of	Integration DEPFA First Albany
approximately 30%	Improving cross-selling with CPS
Focus on client revenues	Portfolio optimisation within Budget Finance
Growth in the US	Use more sophisticated techniques, models, market research
Infrastructure Finance focus	Economic capital model
Strategic review of Global Markets	<ul> <li>All of which will allow us to show good returns in any credit spread scenario better than ever before</li> </ul>
	Build out our revised Global Markets strategy
	People



Our Strategy centres on "growth", and we are solely focused on the bottom line, not asset growth for its own sake

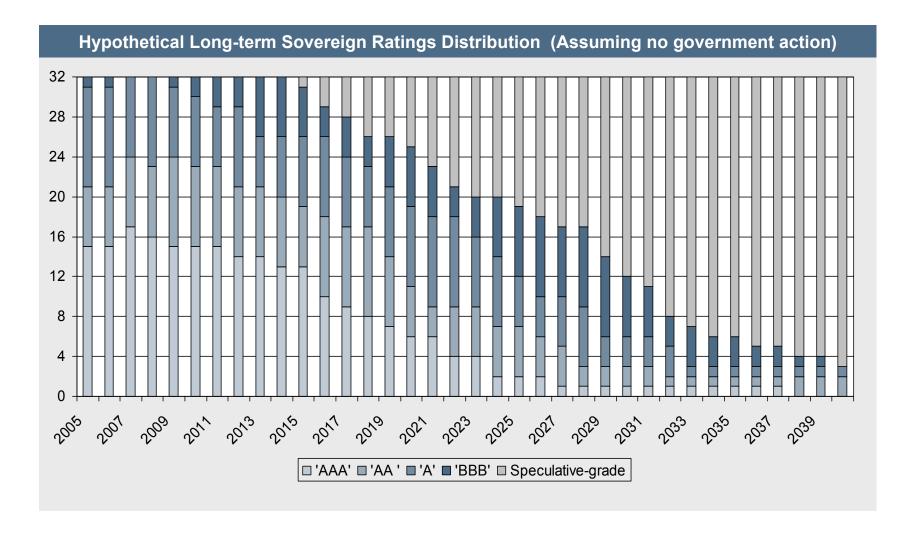
#### ILLUSTRATIVE SCENARIO





## The Public Sector Faces Significant Financing Challenges . . .

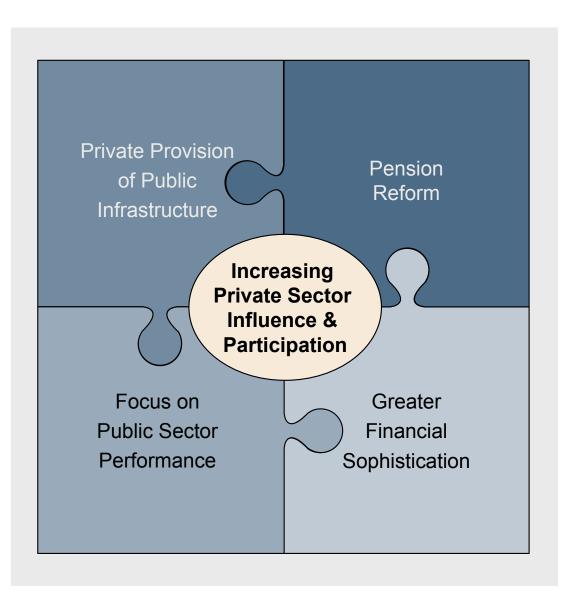
Numerous factors such as demographics or sustained government deficits play a role



Source: S&P 2006

## ... But Will Respond in Time: Major Reforms are being/will be implemented

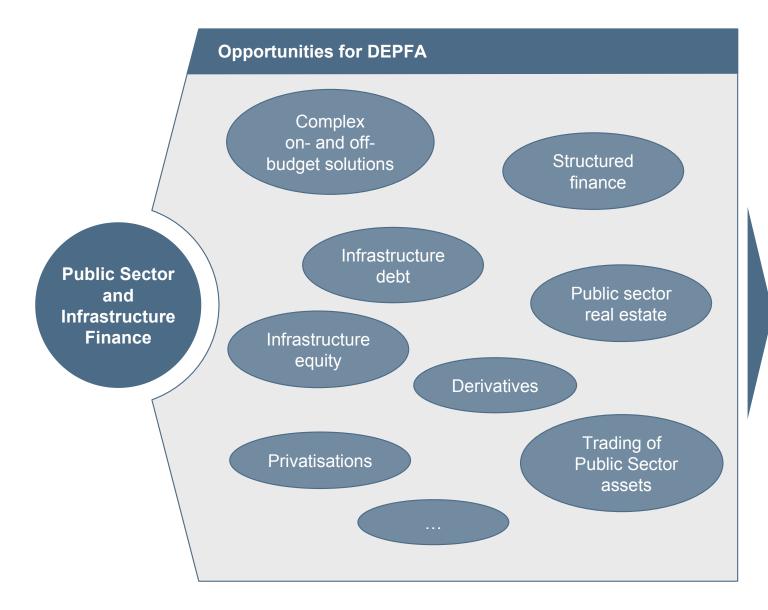
#### We live in a dynamic, not static world – also in the public sector!





## The Public Sector = Ample Future Opportunities for DEPFA

An unparalleled banking opportunity – as a specialist Public Finance Bank DEPFA clearly stands to benefit

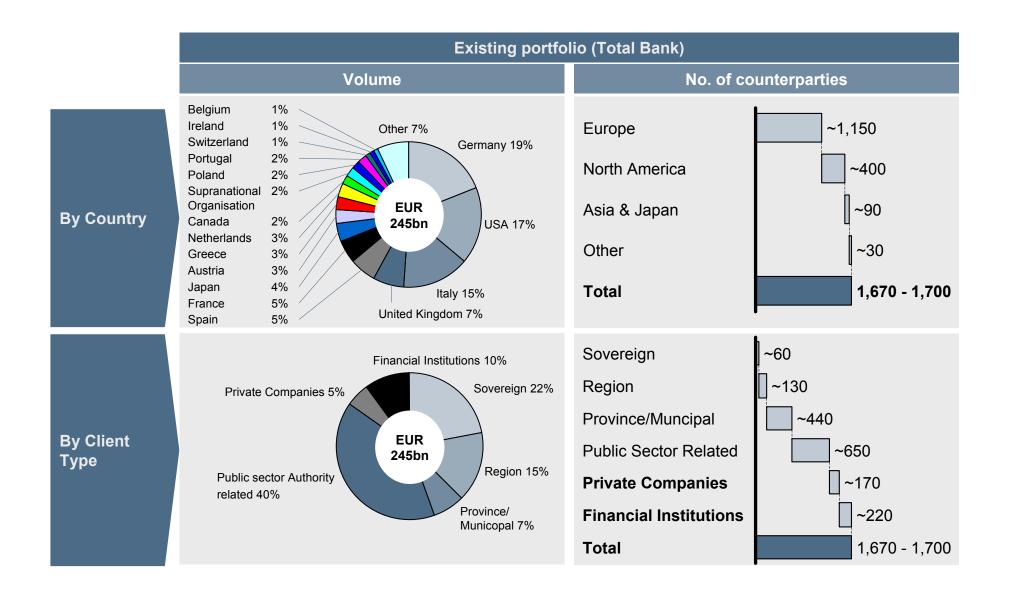


Given its unique structure and its exposed nature the Public Sector needs to be treated as a distinct client group to fully exploit the business potential



## Our Clients = >1,600 Counterparties accounting for EUR 245 bn of Assets

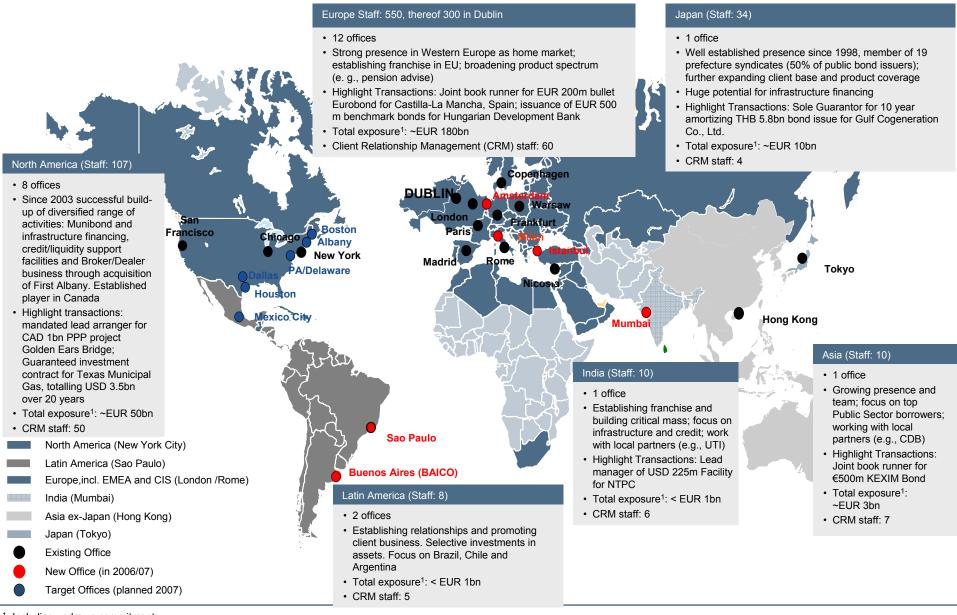
Highest quality counterparties are our trademark, leading to virtually pristine track record of zero credit losses





## Our Global Footprint = Large, Yet Lean

#### DEPFA serves its public sector clients through a global network of offices

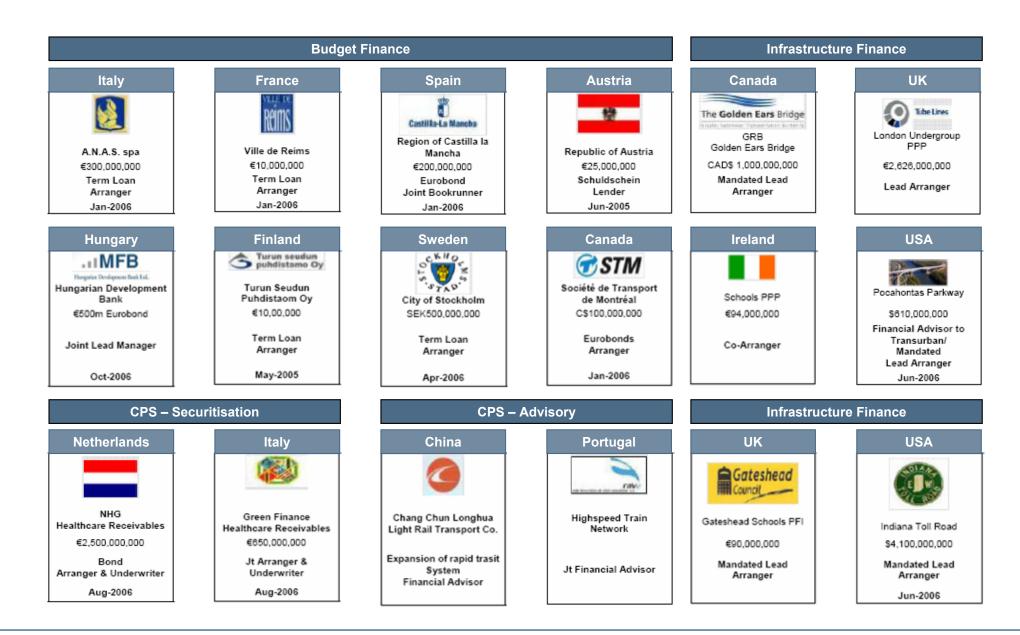


**DEPFA BANK** 

<sup>1</sup> Including undrawn commitments

## **Transaction Highlights**

#### A broad range of transactions has been executed





# **DEPFA – The Public Finance Bank**

### **Business Segments**

**DEPFA BANK plc** 

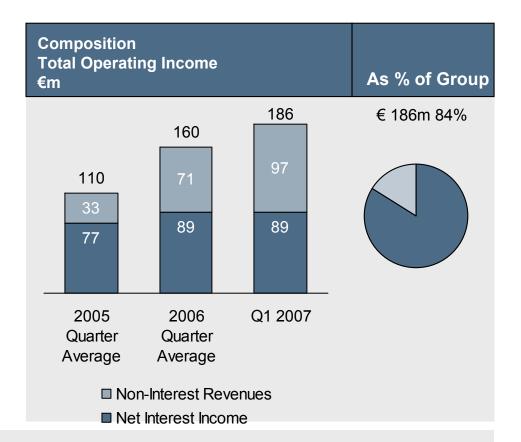




Dublin Amsterdam Chicago Copenhagen Frankfurt Hong Kong London Madrid Milan Mumbai New York Nicosia Paris Rome San Francisco Sao Paulo Tokyo Warsaw

Portfolio management contributed significant part of earnings is recent tightening credit spread environment

Million EUR	2005 Quarter Average	2006 Quarter Average	2007 Q1
Net interest income	77	89	89
Non-interest revenues	33	71	97
Total Operating Income	110	160	186
Operating Expenses	-21	-21	-26
Profit before taxation	89	139	160
Average financing volume (on B/S)	155,418	168,187	163,780
Average financing volume (off B/S)	16,165	21,418	22,342



- Overall strong revenue growth in a tightening credit spread environment
- Lending / Net Interest Income: steady growth in stable, locked-in asset/liability margin income
- Non-interest revenues: Active portfolio management increased non-interest revenues and reflects DEPFA's ability to extract value from credit spread movements



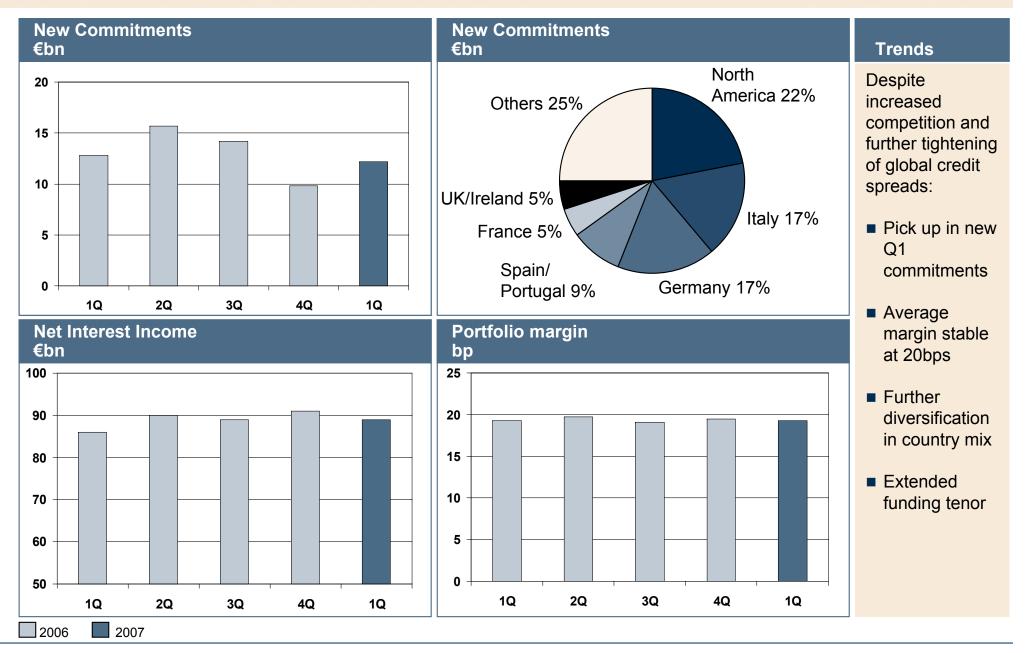
We "keep our powder dry" in low credit spread environment, but ready to increase leverage upon widening

€ million	Budget Finance	Other Segments	Total	Comments
Volume end of 2005	186,034	19,386	205,420	1. 2006 (and Q1 2007) provided for
New commitments	52,507	14,906	67,413	an environment of tightening spreads 2. In 2006 the Balance Sheet grew
Sales	-27,493	-1,562	-29,055	moderately with our equity growing stronger than our
Maturities and other	-21,725	-3,126	-24,851	Balance Sheet Total 3. In a spread–widening scenario we
Volume end of 2006	189,323	29,604	218,927	<ul><li>can increase our leverage to provide growth</li><li>4. In a spread–tightening scenario</li></ul>
				we need to continue to balance
Volume end of Q1 2007	182,919	38,752	221,671	new commitments and sales to provide P&L growth



## Lending: New Commitments Keep Coming in, Despite Tightening Credit Spreads

#### We don't have to sacrifice our margin to maintain a very sound pipeline of new business



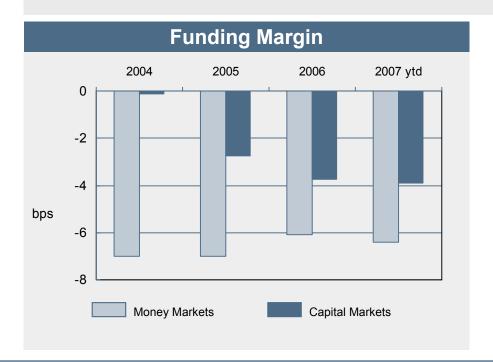
**DEPFA BANK** 

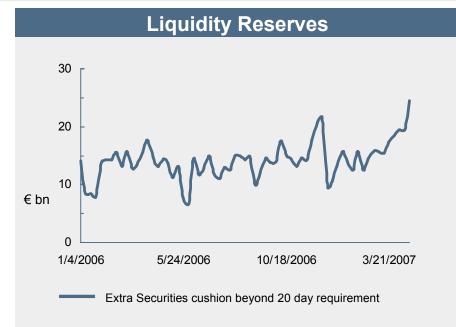
## Major competitive advantage: superior funding at sub-LIBOR levels

Also improved: Liquidity reserves

#### Overview

- Stable funding composition: Long-Term (51%), Repo (23%), and Short-term (26%)
- Globally diversified funding platforms lead to improved sub-libor funding
- Significant extension of long-term funding tenor and stable short term tenor
- Strong Liquidity Reserves
- First ever long (30yr) USD covered bond: \$1.25bn, 88% US allocation







## Infrastructure Finance

Our "rising star" sees strong deal flow and will continue to grow significantly faster than the Group as a whole

**Mission:** To provide off-budget infrastructure financing products for the benefit of our public sector clients

To build up a good quality infrastructure loan portfolio, with an appropriate balance between risk and reward

To develop synergies with DEPFA's other core business lines (e.g. Budget Finance, CPS)

#### **Milestones**

- Threefold increase in Q1 net income to € 12m
- · Leader in UK PFI schools projects
- Acquisition finance deals in US and UK
- Index-linked funding of U.K. utilities
- Financial advisor reputation established in US and France
- Strong growth in Australian deals
- Hybrid availability/revenue conference centre transaction in Ireland

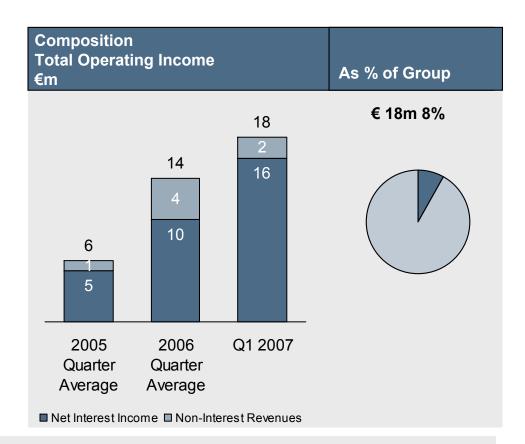
#### **Opportunities**

- Pipeline of 300 potential transactions
- North American market becoming very active
- Strong deal flow in UK where we are one of the leaders
- Water and transport in Italy
- Good pipeline in Australia
- Acquisition finance / advisory (sell and buy sides): utilities, ports, roads, airports
- Equity investment in infrastructure projects



Despite heavy investments, profit growth is uninterrupted and bodes well for the future

Million EUR	2005 Quarter Average	2006 Quarter Average	2007 Q1
Net interest income	5	10	16
Non-interest revenues	1	4	2
Total Operating Income	6	14	18
Operating Expenses	-4	-5	-6
Profit before taxation	2	9	12
Average financing volume (on B/S)	1,701	4,187	6,429
Average financing volume (off B/S)	902	1,775	2,732



- Strong deal flow (Average transactions closed per quarter: 5 in 2005; 16 in 2006 ; 27 in 2007)
- Pipeline of new business remains very strong with over 300 potential funding and/or advisory transactions
- North America has become a significant part of our business and will be a major focus of our future activities
- Staff level increased 20% y-o-y to 54 to cope with additional business



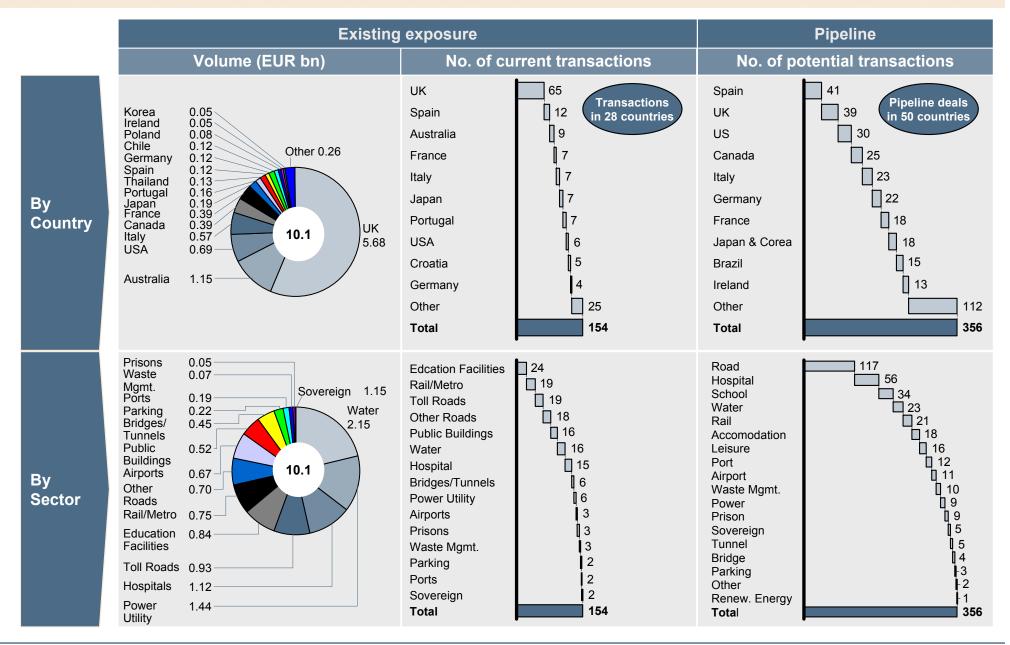
Our expertise centres on essential infrastructure projects, such as toll roads, schools, hospitals, etc.

What does "INFRA	ASTRUCTURE" mean to DEPFA?
Sectors	<ul> <li>Transport, Utilities and "Social" Infrastructure ("accommodation" projects such as schools, hospitals, police stations, prisons and government offices)</li> </ul>
Typical features	<ul> <li>Provision of essential infrastructure services</li> <li>Stable long-term, (often inflation-linked) cash flows</li> <li>Acceptable credit rating and pricing</li> <li>Inelasticity to economic cycles Monopolistic industry characteristics with high barriers to entry</li> </ul>
How does IFU crea	ate value for DEPFA's franchise?
Products	Financial Advisory / Equity / Mezzanine Debt / Senior Debt / Derivatives
Synergies	<ul> <li>CRM – relationship building with public sector clients</li> <li>CPS – new business opportunities for risk hedging products</li> <li>BUDGET FINANCE – more "hybrid structures" (e.g. Tubelines / TFL; French PPP's)</li> </ul>
Where are we goir	ng?
Regionally	<ul> <li>Focused geographic expansion where we can see added value to DEPFA's franchise</li> </ul>
Structurally	<ul> <li>Those sectors which have key features of "essentiality" and an acceptable risk/reward balance</li> </ul>



## Infrastructure Finance: Strong deal Pipeline

#### Geographical diversification improving too as other countries slowly catch up with the front runner UK





Providing value-added products and services by leveraging our existing public sector client franchise (cross-selling etc.)

**Mission:** Provide tailored debt and asset management products based on understanding the drivers and limitations of our clients through the local relationship managers and create a competitive advantage through our proprietary knowledge in the Public Sector world

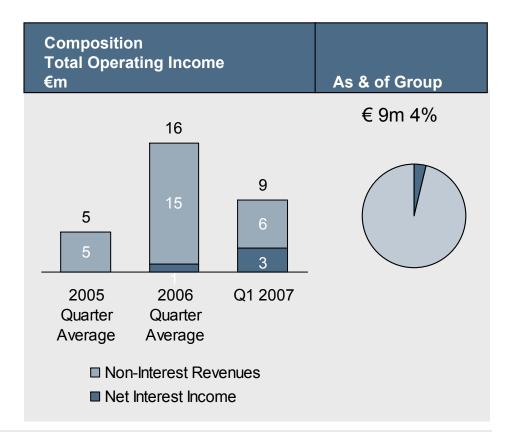
Capital Marke	ets Day 2006
What We Said	What We Did
<ul> <li>Deal Flow of ~240 client trades</li> </ul>	236 trades
Generate EUR 60 to 70mn	• EUR 61mn
<ul> <li>Minimal risk with no change in VaR limit</li> </ul>	<ul> <li>No limits breaches in the year</li> </ul>
<ul> <li>Continue investment in trading and marketing</li> </ul>	<ul> <li>Strengthened and expanded existing teams</li> </ul>

Achieved Key Targets Laid Out At Capital Markets Day 2006



Momentum and economic profitability on track, recognition into IFRS earnings often slower-than-desired process

Million EUR	2005 Quarter Average	2006 Quarter Average	2007 Q1
Net interest income	0	1	3
Non-interest revenues	5	15	6
Total Operating Income	5	16	9
Operating Expenses	-4	-6	-8
Profit before taxation	1	10	1
Average financing volume (on B/S)	1	820	6,252
Average financing volume (off B/S)	0	0	0



- Client derivatives area performed according to plan in terms of transactions closed
- However, revenue from certain transactions could not be booked upfront under IFRS accounting rules. As a result, a sizeable reserve of unrecognised profits has accumulated
- Interest income generating activities are making good progress: the GIC business with US Municipalities (with a balance outstanding in excess of US\$ 2 bn and growing) and Securitisation/Structured Finance has increased the total asset volume to € 10 bn at the end of the first quarter
- · Revenues from IFU cross-selling opportunities are reflected in non-interest revenues



#### Our key products in Client Product Services to provide four legs to stand on in the future

Derivatives	Objectives for 2007
<ul> <li>Interest rate and inflation products for Clients' asset and liability management</li> </ul>	<ul> <li>Maintain / Increase deal flow and profitability in France, Italy, and IFU</li> <li>Realise cross selling synergies of Depfa First Albany</li> <li>Increase derivative flow coming from Iberia, Germany, and Central Europe</li> </ul>
Securitisation	
<ul> <li>Purchase of receivables for portfolio warehousing and/or third party clients</li> </ul>	<ul> <li>Build out and continue to close on deal pipeline</li> <li>Geographical expansion</li> <li>Asset expansion (real estate, tax receipts)</li> </ul>
Reinvestment	
<ul> <li>Deposit-taking of proceeds of US Municipal bond issues as a Guaranteed Investment Contract provider</li> </ul>	<ul><li>Build outstanding notional out to \$5Billion</li><li>Get AAA wrap established</li></ul>
Pension Advisory	
<ul> <li>Advice on management of outstanding pension liabilities of clients</li> </ul>	<ul> <li>Announce mandates in US/Europe</li> </ul>



## Global Markets = DEPFA's Diversified Proprietary Trading Franchise

Our trading effort, which going forward is to be focussed on areas that relate to our public sector clients' needs

#### **Objectives**

- Contribute 15-20% to DEPFA's returns over the long term
- Up to 10% of Group income in 2007
- Building diversified trading activity as a complement to the client facing business

#### **Global Markets Today**

- Enhanced Governance / Risk Control
- Substantially reduced VaR (ca. 50%)
- Diversification started / Expansion of Trading Books
- Management of interest rate legacy positions has a negative impact on P&L

#### **Global Markets Going Forward**

- Synergies with client facing segments
- Return to 15%-20% target contribution to Profit before Tax
- Diversification into uncorrelated trading desks
- Expanded Product Catalogue
- Hiring Experienced Traders
- Management of interest rate legacy positions will continue to have a negative impact on results going forward



Hedging cost for and unwinding of past trades cause deterioration in results, ongoing trading is performing in line

Million EUR	2005 Quarter Average	2006 Quarter Average	2007 Q1	Composition Total Operating Income €m	
Net interest income	26	15	-1	87	
Non-interest revenues	61	21	10		
Total Operating Income	87	36	9	61 36	
Operating Expenses	-9	-6	-4	21	9
Profit before taxation	78	31	5	26 15	10 >
				2005 2006 ( Quarter Quarter	(1) Q1 2007
Average financing volume (on B/S)	9,762	13,185	14,365	Average Average	
Average financing volume (off B/S)	75	0	19	■ Net Interest Income	

- The flattening of the yield curve has led to much reduced scope for earnings from carry based trades and yield curve positioning. In the light of this trend the bank has given priority to cutting back its interest rate exposure and closing open positions
- Traditional trading activities, including bond trading have performed below expectation so far in 2007 and have not been able to support the GM result to the same extent as last year
- The establishment of additional small scale trading desks, each operating within moderate stop loss and VaR limits is expected to provide greater diversification and consistency to the overall result



# **DEPFA – The Public Finance Bank**

Appendix : Key company information

**DEPFA BANK plc** 

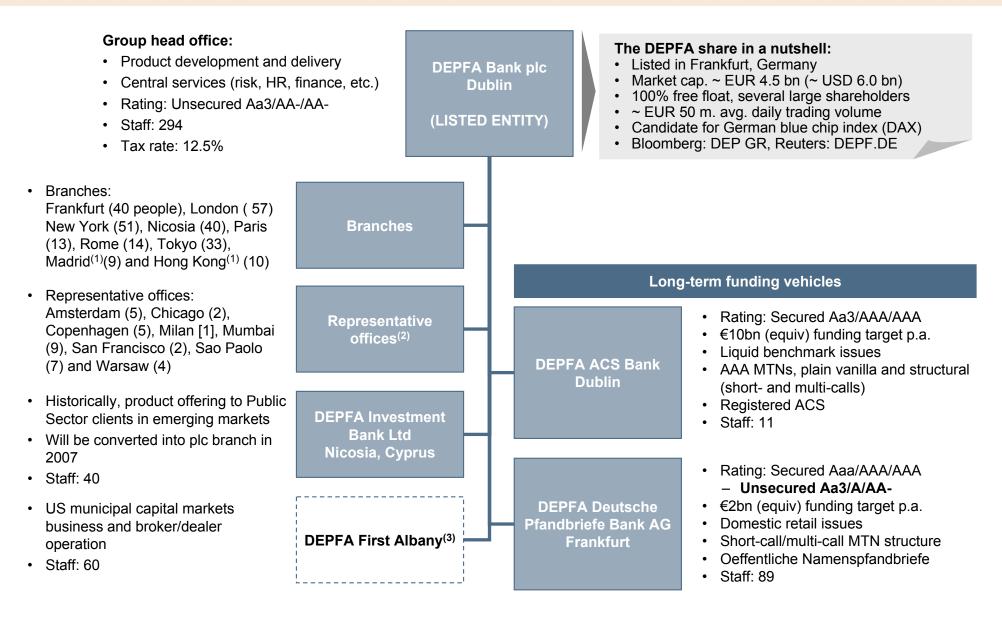




Dublin Amsterdam Chicago Copenhagen Frankfurt Hong Kong London Madrid Milan Mumbai New York Nicosia Paris Rome San Francisco Sao Paulo Tokyo Warsaw

## Our Company Structure = Integrated Asset Sourcing and Funding Vehicles

#### We combine tax advantages and optimal business positioning in one Irish Group, listed in Frankfurt, Germany



<sup>1</sup> Branch status planned for 2007
 <sup>2</sup> Further offices planned in Athens, Istanbul and Prague
 <sup>3</sup> Closing of transaction planned for third guarter 2007



## Our P&L Statement Shows Sustainable Group Profits, Every Quarter

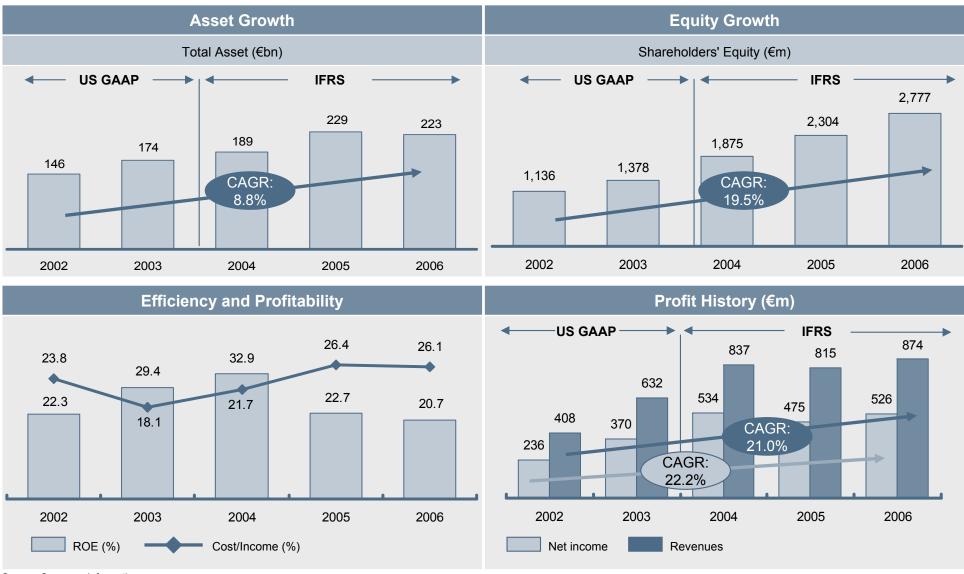
#### Q1 2007 no exception, despite slightly increased costs and somewhat lower ROE

	<b>Q1 2006</b> € m	<b>Q2 2006</b> € m	<b>Q3 2006</b> € m	<b>Q4 2006</b> € m	<b>Q1 2007</b> € m
Net interest income	107	110	101	107	101
Non-interest revenues	137	120	86	106	121
Total operating income	244	230	187	213	222
Operating expenses	-58	-56	-53	-61	-67
Profit before taxation	186	174	134	152	155
Taxation	-52	-34	-24	-29	-32
Discontinued operations				+19	
Group net income	134	140	110	142	123
Key ratios					
Cost/income ratio	23.8%	24.3%	28.3%	28.6%	30.2%
EPS (€)	0.39	0.41	0.32	0.41	0.36
RoE after taxes	22.6%	22.8%	17.3%	21.1%	17.2%



## DEPFA = Continuously Strong Financial Performance Track Record

All areas of interest to the capital market show strong secular growth - assets, equity, and earnings/profitability



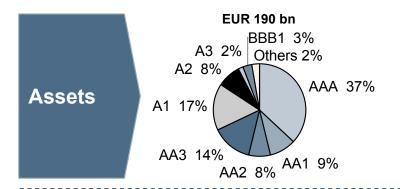
Source: Company Information

Note: 2004-2006 according to IFRS; 2002-2003 according to US GAAP

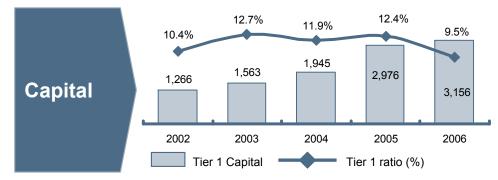


## What All Four Segments Have in Common: Superior Asset Quality ...

#### We believe we have one of the highest quality asset portfolio in the industry



		Fitch	Moody's	S&P
	DEPFA Bank plc	AA-	Aa3	AA-
	Pfandbriefe	AAA	Aaa	AAA
Rating	Asset Covered Sec.	AAA	Aaa	AAA
	DEPFA Deutsche Pfandbriefbank AG	AA-	Aa3	A+
	DEPFA ACS Bank	AA-	Aa3	AA-



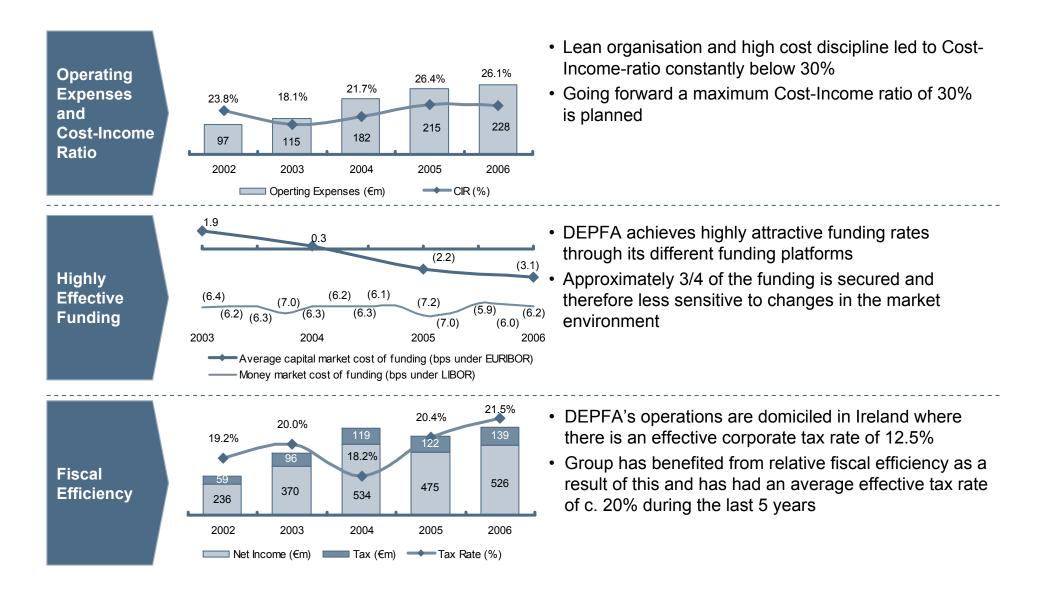
- Average rating of AA2
- · Basel II impact
  - Each successive version of Capital Requirements Directive (CRD) produces lower RWA totals than its predecessor for DEPFA
  - RWA reduction caused by a progressive shift of transactions into the zero RW category
- Liquidity and quality of assets offer opportunities for balance sheet reduction

Comments from rating agencies

- Excellent asset quality
- Strong risk management
- Strong track record and reputation in Public Finance
- Low business diversification
- Moderate but steadily improving capital base
- Purely wholesale funded but liquid assets
- Successive build-up of capital during recent years (more than doubled in last 5 years)
- Capital is managed based on an internal economic capital model
- Basel II will free additional capital
- Portfolio diversification would free up further capital



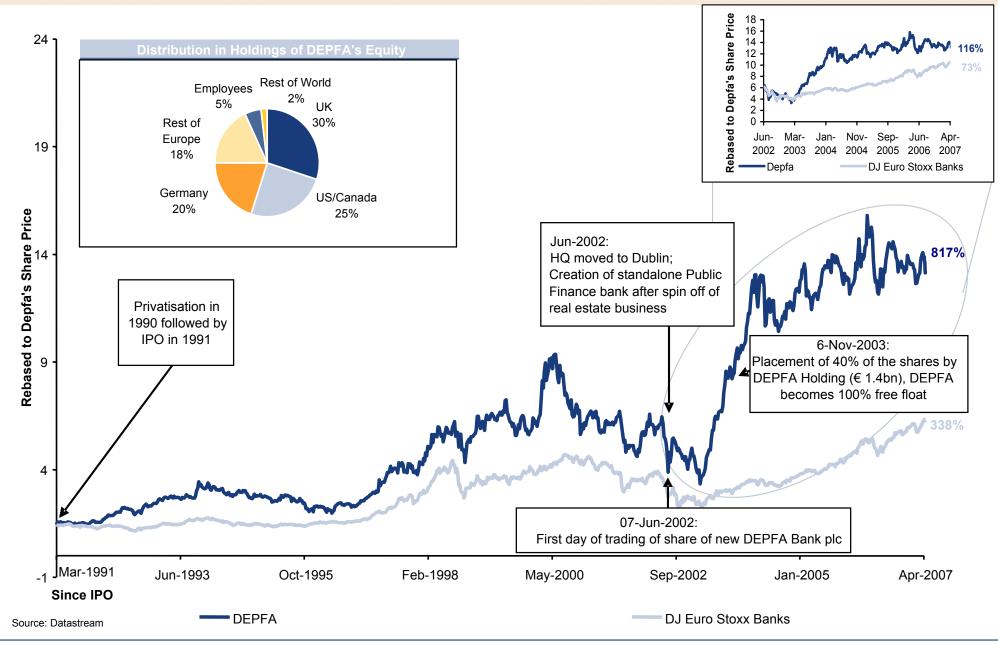
Not only regarding costs measured by the cost income ratio, but also especially in terms of low-cost funding and lean taxes





## Our (Share Price) History = A Success Story that Is to be Continued

#### Significant outperformance compared to European banks since IPO





12 February	Publication of preliminary Financial Figures
20 April	Annual General Meeting of DEPFA BANK plc, Dublin
02 May	Publication of 1st Quarter Results
10 + 11 May	Capital Markets Day, Dublin
16 May	Capital Markets Day, New York
31 July	Publication of 2nd Quarter Results
29 October	Publication of 3rd Quarter Results

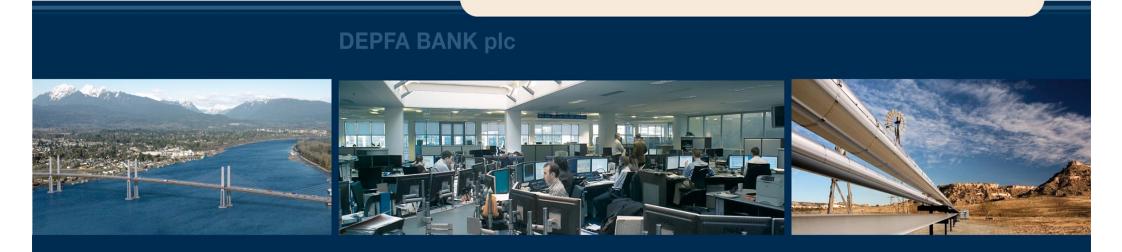


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