



# Annual press conference: Data annex

Frankfurt am Main, February 28, 2023

 **DZ BANK** Gruppe

# Segment: Home savings/consumer home finance

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	744	581	+163	+28.1%
Net fee and commission income	11	12	-1	-8.3%
Gains and losses on trading activities	0	0	0	-
Gains and losses on investments	-90	22	-112	>100%
Other gains and losses on valuation of financial instruments	4	0	+4	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	3	2	+1	+50.0%
Loss allowances	-16	-14	-2	-14.3%
Administrative expenses	-528	-515	-13	-2.5%
Other net operating income	16	42	-26	-61.9%
<b>Profit before taxes</b>	<b>143</b>	<b>130</b>	<b>+13</b>	<b>+10.0%</b>
<b>Operating performance</b>				
New home savings business (€ billion)	34.1	24.0	+10.1	+42.1%
Market share in Germany (%)	28.9	30.5	-1.6	-5.2%
New home finance business <sup>1)</sup> (€ billion)	19.0	20.2	-1.2	-5.9%

1 Of which brokered for the account of the local cooperative banks: €9.2 billion (Dec. 31, 2021: €8.7 billion)

# Segment: Insurance

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Premiums earned	18,397	18,994	-597	-3.1%
Gains and losses on investments held by insurance companies and other insurance company gains and losses	-3,368	5,280	-8,648	>100%
Insurance benefit payments	-12,127	-20,356	+8,229	+40.4%
Insurance business operating expenses	-3,173	-3,183	+10	+0.3%
Gains and losses from the derecognition of financial instruments measured at amortized cost	8	0	+8	>100%
Other net operating income	-5	37	-42	>100%
<b>Profit/loss before taxes</b>	<b>-268</b>	<b>772</b>	<b>-1,040</b>	<b>&gt;100%</b>

### Operating performance

Life/health insurance – gross premiums written (€ billion)	8.7	9.4	-0.7	-7.4%
Life/health insurance – profit/loss before taxes (€ million)	-184	173	-357	>100%
Non-life insurance – gross premiums written (€ billion)	6.9	6.7	+0.2	+3.0%
Non-life insurance – profit/loss before taxes (€ million)	-31	518	-549	>100%
Inward reinsurance – gross premiums written (€ billion)	3.0	3.1	-0.1	-3.2%
Inward reinsurance – profit/loss before taxes (€ million)	-53	81	-134	>100%

# Segment: Consumer finance business

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	511	492	+19	+3.9%
Net fee and commission income	-13	-1	-12	>100%
Gains and losses on trading activities	0	0	0	-
Gains and losses on investments	0	0	0	-
Other gains and losses on valuation of financial instruments	6	1	+5	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	0	0	0	-
Loss allowances	-100	-57	-43	-75.4%
Administrative expenses	-286	-289	+3	+1.0%
Other net operating income	15	5	+10	>100%
<b>Profit before taxes</b>	<b>134</b>	<b>151</b>	<b>-17</b>	<b>-11.3%</b>
<b>Operating performance</b>				
Volume of new business (€ billion)	3.4	3.1	+0.3	+9.7%
Loans and advances to customers (€ billion)	9.6	9.2	+0.4	+4.3%
No. of customers (thousands)	1,010	984	+26	+2.6%

# Segment: Asset management

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	12	17	-5	-29.4%
Net fee and commission income	2,036	2,293	-257	-11.2%
Gains and losses on trading activities	0	0	0	-
Gains and losses on investments	-58	2	-60	>100%
Other gains and losses on valuation of financial instruments	-155	40	-195	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	0	0	0	-
Loss allowances	0	0	0	-
Administrative expenses	-1,194	-1,118	-76	-6.8%
Other net operating income	54	0	+54	>100%
<b>Profit before taxes</b>	<b>695</b>	<b>1,233</b>	<b>-538</b>	<b>-43.6%</b>
<b>Operating performance</b>				
Assets under management (€ billion)	413.1	454.1	-41.0	-9.0%
Net inflows from retail clients (€ billion)	10.7	19.7	-9.0	-45.7%
Net inflows from institutional clients (€ billion)	6.8	20.8	-14.0	-67.3%

# Segment: DZ BANK – central institution and corporate bank

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	1,113	1,026	+87	+8.5%
Net fee and commission income	489	471	+18	+3.8%
Gains and losses on trading activities	871	67	+804	>100%
Gains and losses on investments	-13	75	-88	>100%
Other gains and losses on valuation of financial instruments	-91	58	-149	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	32	29	+3	+10.3%
Loss allowances	-172	89	-261	>100%
Administrative expenses	-1,350	-1,292	-58	-4.5%
Other net operating income	26	-58	+84	>100%
<b>Profit before taxes</b>	<b>904</b>	<b>465</b>	<b>+439</b>	<b>+94.4%</b>
<b>Operating performance</b>				
Corporate customer lending volume <sup>1)</sup> (€ billion)	79.3	67.3	+12.0	+17.8%
Cross-selling CM I corp.bk. customers (€ million)	307	239	+68	+28.5%
Volume of joint credit business (€ billion)	15.4	14.5	+0.9	+6.2%
Depository services (AuD) (€ billion)	297.3	319.6	-22.3	-7.0%
Investment certificate/interest-rate product sales volume (€ billion)	15.0	12.1	+2.9	24.0%
Number of payments processing transactions (billion)	9.3	8.7	+0.6	+6.9%

1) Corporate banking business in Germany and Structured Finance



# Segment: Commercial real estate finance

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	732	721	+11	+1.5%
Net fee and commission income	18	18	0	0.0%
Gains and losses on trading activities	-1	-6	+5	+83.3%
Gains and losses on investments	31	42	-11	-26.2%
Other gains and losses on valuation of financial instruments	-14	63	-77	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	0	0	0	-
Loss allowances	-78	-24	-54	>100%
Administrative expenses	-256	-247	-9	-3.6%
Other net operating income	24	21	+3	+14.3%
<b>Profit before taxes</b>	<b>455</b>	<b>588</b>	<b>-133</b>	<b>-22.6%</b>
<b>Operating performance</b>				
New business with corporate clients (€ billion)	8.1	8.7	-0.6	-6.9%
New business with retail customers (€ billion)	1.6	2.7	-1.1	-40.7%
Total volume of real estate finance (€ billion)	56.7	55.5	+1.2	+2.2%

# Segment: Private banking

## Income statement (IFRS)

€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	83	59	+24	+40.7%
Net fee and commission income	220	212	+8	+3.8%
Gains and losses on trading activities	21	21	0	0.0%
Gains and losses on investments	0	0	0	-
Other gains and losses on valuation of financial instruments	4	-3	+7	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	-1	0	-1	>100%
Loss allowances	-2	0	-2	>100%
Administrative expenses	-277	-251	-26	-10.4%
Other net operating income	4	4	0	0.0%
<b>Profit before taxes</b>	<b>52</b>	<b>41</b>	<b>+11</b>	<b>+26.8%</b>
<b>Operating performance</b>				
Assets under management (€ billion)	21.2	22.2	-1.0	-4.5%
Net inflows (€ million)	1,358	1,315	+43	+3.3%
Assets under custody (€ billion)	168.0	182.1	-14.1	-7.7%
Lending volume (€ billion)	5.7	5.5	+0.2	+3.6%
Value created in the cooperative financial network (€ million)	125	110	15	+13.6%



# Segment: Finance solutions for the self-employed and small businesses

## Income statement (IFRS)



€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	116	125	-9	-7.2%
Net fee and commission income	-29	-30	+1	+3.3%
Gains and losses on trading activities	0	0	0	-
Gains and losses on investments	0	0	0	-
Other gains and losses on valuation of financial instruments	1	0	+1	>100%
Gains and losses from the derecognition of financial instruments measured at amortized cost	0	0	0	-
Loss allowances	-9	-14	+5	+35.7%
Administrative expenses	-76	-80	+4	+5.0%
Other net operating income	0	-9	+9	>100%
<b>Profit/loss before taxes</b>	<b>3</b>	<b>-9</b>	<b>+12</b>	<b>&gt;100%</b>
<b>Operating performance</b>				
No. of customers (thousands)	124	108	+16	+14.8%
Volume of business (€ million)	2,919	3,015	-96	-3.2%
Volume of new business (€ million)	1,026	869	+157	+18.1%

# DZ BANK – holding function

## Income statement (IFRS)

€ million	Jan. 1– Dec. 31, 2022	Jan. 1– Dec. 31, 2021	Change (absolute)	Change (%)
Net interest income	-51	-32	-19	-59.4%
Administrative expenses	-228	-208	-20	-9.6%
<b>Loss before taxes</b>	<b>-279</b>	<b>-240</b>	<b>-39</b>	<b>-16.3%</b>

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