

2022

ANNUAL REPORT 2022/23

2023







Go to:

Additional information relating to our Annual Report 2022/23 and current information on the development of the Deutsche Leasing Group's business can be found at [deutsche-leasing.com/finanzberichte](https://www.deutsche-leasing.com/finanzberichte)



CONTENTS

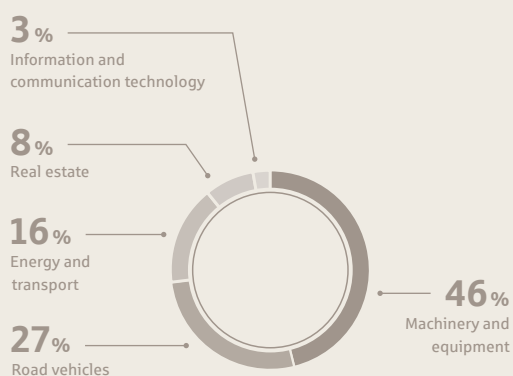
	Our company _____	3
	Management Board's letter _____	5
	Supervisory Board's report _____	10
	Management report _____	13
	Overview for the financial year and outlook _____	14
	Basic information regarding the Deutsche Leasing Group _____	15
	Economic report _____	21
	Report on risks and opportunities and forecast report _____	34
	Internal control system and risk management system _____	48
	Deutsche Sparkassen Leasing AG & Co. KG _____	49
	Consolidated financial statements _____	52
	Consolidated balance sheet _____	53
	Consolidated profit and loss account _____	55
	Notes to the consolidated financial statements _____	57
	Statement of cash flows _____	75
	Statement of changes in equity _____	76
	Group information _____	79
	Reproduction of the independent auditor's report _____	80
	Shareholders _____	84
	Supervisory Board _____	85
	Management Board _____	87
	Senior management _____	87
	Corporate structure _____	90
	Imprint _____	92

OVERVIEW OF THE DEUTSCHE LEASING GROUP

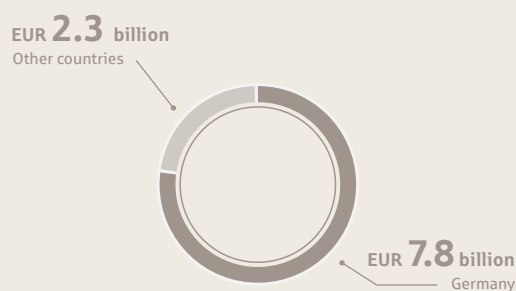
Figures in EUR million	2022/23	2021/22	2020/21	2019/20	2018/19
New business	10,071	10,397	9,925	9,218	10,297
New business: movables	9,314	9,379	8,927	8,768	9,630
New business: real estate	757	1,018	998	450	667
Assets under management	42,900	41,634	40,964	39,981	40,426
Assets under management: movables	34,517	33,017	32,672	31,668	31,465
Assets under management: real estate	8,383	8,617	8,292	8,313	8,961
Balance-sheet total	24,190	23,273	22,590	22,131	22,147
Net asset value	2,387	2,298	2,201	2,099	2,070
Equity	1,038	1,005	989	907	927
Economic result	180	177	175	70	170
Employees	2,919	2,845	2,755	2,716	2,624
Number of employees at Deutsche Leasing*	1,978	1,954	1,882	1,806	1,751
Number of employees at DAL	355	340	336	335	331
Number of employees at investments	586	551	537	575	542

* From financial year 2020/21 onwards, the employees of Deutsche Leasing Finance are included in the "Number of employees at Deutsche Leasing" rather than the "Number of employees at investments".

New business of the Deutsche Leasing Group 2022/23 by business segment



New business of the Deutsche Leasing Group 2022/23 Germany/other countries



MANAGEMENT BOARD DEUTSCHE LEASING

Markus Strehle
Management Board member

Sonja Kardorf
Management Board member



Rainer Weis
Management Board member

Kai Ostermann
Chief Executive Officer

Georg Hansjürgens
Management Board member

MANAGEMENT BOARD'S LETTER

Dear clients and business partners
of Deutsche Leasing Group,

The financial year 2022/23 was shaped by challenges and transformations. However, these also presented opportunities for the Deutsche Leasing Group. The war in Ukraine and the related international trade conflicts continued to shape the economic environment in Germany, Europe and the world at large. The German economy was adversely affected by high energy costs and price rises. The rapid interest rate hike to counter inflation curbed the level of macroeconomic demand, and the economy experienced a significant slowdown.

In addition to the economic trend, the SME sector continued to be faced with major processes of change. After the general public was granted access to ChatGPT in November 2022, artificial intelligence has slowly penetrated our everyday working lives and is set to bring fundamental changes to economic life as well. Digitalisation and decarbonisation remain the big issues driving the transformation of the SME sector. For the Deutsche Leasing Group as a leading asset finance partner, the support it provides for the business sector's necessary investments represents attractive business and revenue potential that was already exploited in the financial year 2022/23.

A further event and its knock-on effects posed a major challenge for us at Deutsche Leasing: in early June 2023, we detected a cyber attack on our systems. While this event demanded a great deal from us – and you – we joined forces and successfully did what was required of us. As a result, we are now working with a newly installed, state-of-the-art IT infrastructure.

Yet, despite these circumstances, we can look back on a very successful financial year. We also have you, our customers, the savings banks and our partners to thank for the fact that

we were able to cope so effectively with the economic trends and transformational issues as well as the criminal attack. We received a great deal of support and understanding from you in the past financial year, and for that we would like to thank you wholeheartedly.

We also owe our employees a solid word of thanks after what was another challenging financial year. We are impressed by our workforce's dedication and team spirit, which go far beyond the norm. These two characteristics are key to our success and will remain so in future.

Volume of new business again exceeds EUR 10 billion

Our broad market positioning has once again demonstrated the solid foundation it provides for our business activities. Moreover, we made targeted use of potential in the field of transformation financing – particularly in the area of renewable energy.

In terms of our volume of new business, we exceeded the EUR 10 billion mark for the third time in our company's history. The volume of new business for the financial year 2022/23 amounts to EUR 10.1 billion and is thus slightly lower than in the previous year (EUR 10.4 billion). Once again, we have slightly increased our economic result year-on-year to EUR 180 million (previous year: EUR 177 million) and thus further strengthened our business group's capital base.

Expansion of renewable energy remains a growth segment

The development of our business segments by asset class varied in the past financial year and reflects the general economic trend:

- We once again registered the strongest level of new business growth in our **energy and transport** segment,

which encompasses investments in infrastructure and utilities as well as transport and logistics. The new business volume increased almost 50 per cent on the previous year (EUR 1.1 billion) to EUR 1.6 billion. This was chiefly due to the financing of renewable energy projects.

- The **machinery and equipment** segment – traditionally at the heart of our asset finance business – continues to contribute the largest share of the Group's new business. Its EUR 4.6 billion contribution represents roughly 46 per cent of the overall volume of new business. Compared to the previous year's level of EUR 5.1 billion, new business is down around 10 per cent due to investment restraint in key target markets.
- At EUR 2.7 billion, the new business volume in the **road vehicles** segment was at the same level as in the previous year (EUR 2.8 billion). This segment consists of commercial vehicles and the passenger car fleet business.
- In the **real estate** segment, new business declined significantly. The volume of new business was at EUR 757 million 26 per cent lower than in the previous year (EUR 1.0 billion), when large-scale transactions were made.
- The new business volume in the **information and communication technology** segment amounted to EUR 335 million and was thus around 16 per cent lower than in the previous year (EUR 400 million).

Dynamic development of factoring business continues

Deutsche Factoring Bank (DFB) achieved factoring turnover of EUR 21.8 billion in the calendar year 2023. This represents a slight decrease of around 5 per cent on the previous year. In 2021, DFB exceeded the EUR 20 billion mark for the first time in its history. It was not quite able to match the

record level seen in 2022, but the dynamic course of business with new and, above all, existing customers continued. This business success was driven by its continuous and efficient market exploitation together with Deutsche Leasing and the savings banks. With its receivables financing and debt management products, Deutsche Factoring Bank focuses on small and medium-sized enterprises and is Sparkassen-Finanzgruppe's factoring centre of excellence.

BHI expands existing business and gains new customers

Bad Homburger Inkasso (BHI) expanded its existing business in the financial year 2022/23, picked up new customers and acquired a large number of new cases. It is active on behalf of 1,391 clients in total, including 359 savings banks and other Sparkassen-Finanzgruppe members. BHI supervises a volume of receivables amounting to approx. EUR 26.8 billion.

As an associated company of the Deutsche Leasing Group, Bad Homburger Inkasso offers solutions covering bad loans, dunned receivables, debts legally enforceable by execution and dismissed debts as well as the market-oriented resale of collateral (debt and collateral management).

SKP once again outperforms the market in 2023

The gross new business volume of **S-Kreditpartner (SKP)**, a joint venture of Deutsche Leasing and Landesbank Berlin/Berliner Sparkasse, was, at EUR 4.0 billion in the calendar year 2023, slightly weaker than in the previous year due to the economic slowdown. However, with an increase in its end-customer base of 5.6 per cent, SKP significantly exceeded the growth rate for the overall market of 3.1 per cent. Its volume of existing retail and corporate customer business rose to EUR 11.3 billion, which represents a growth rate of 8 per cent on the previous year. Nearly 60 per cent of all

savings banks are now working with S-Kreditpartner through fully fledged partnerships. In 2023, eleven new fully fledged partnerships were established. For the calendar year 2024, a moderate increase in the new business trend should be expected.

Strategic projects expanded

Since the past financial year, we have been visibly expressing our deep **roots in Sparkassen-Finanzgruppe** through the Deutsche Leasing Group's brand identity. The savings banks' "S" symbol has been incorporated into the brands of Deutsche Leasing as well as DAL Deutsche Anlagen-Leasing and Deutsche Factoring Bank since the summer of 2023.

We have also stepped up our **integration with the savings banks** in various ways, so as to enhance our ability to assist the SME sector with its impending transformation processes. Our establishment of a new unit providing central and strategic support for the savings banks was an important step towards closer dovetailing of our activities. Many savings banks have made use of our advisory service, gained access to new market analysis tools and, together with us, forged ahead with strategic market exploitation. As part of the **DSGV's "Transformation of the SME sector" initiative**, on behalf of the savings banks Deutsche Leasing has launched a sales campaign and pooled shared expertise in the fields of energy generation, energy efficiency and e-mobility in the SME sector.

Overall, the Deutsche Leasing Group has stepped up its activities in the **field of sustainability**, and here in particular in the areas of **decarbonisation and renewable energy**. A team of sustainability advisors was established in the past financial year. Together with their sales colleagues, they visit SMEs on site and assist with current ESG requirements and investment issues. With the supplementary expertise of our subsidiary DAL Deutsche Anlagen-Leasing for the

structured financing of solar and wind farms, as well as PPA green electricity projects and our investment solutions for more energy-efficient machinery and equipment, together with climate-friendly mobility in the vehicle fleet, commercial vehicles and local public transport segments, Deutsche Leasing serves its customers and partners as a competent transformation service provider. With the goal of achieving climate-neutral status for our own business operations by 2035, we are systematically continuing down our ESG pathway, producing an annual climate assessment and measuring the level of progress and success achieved through our own ESG efforts and measures.

With our **action and investment programme**, we are now in the fourth year of a focused modernisation plan for our **IT infrastructure, processes and products and are investing in future-oriented digital solutions**. It is thanks to this long-term commitment that we were able to migrate to a new IT infrastructure at short notice in the past financial year. **vent.io**, the Deutsche Leasing Group's digital venture, has expanded its activities in the areas of digital customer and partner interfaces, MVP development and data science models incorporating AI. Partnerships with and investments in B2B start-ups were intensified, and three additional companies were added to the existing portfolio: Colonia, robotcharge and Unchained Robotics.

The geopolitical upheavals also affected the Deutsche Leasing Group's **international business**: in the second quarter of the calendar year 2023, the business group fully withdrew from the Russian market through the sale of its Russian subsidiary (Deutsche Leasing Vostok AG). In early March 2022, we had already frozen active new business in response to Russia's war of aggression against Ukraine. Overall, international business with our global vendor partners remains stable and continues to offer solid business potential. Apart from sales financing for German machinery and plant manu-



Go to:

facturers, we assist companies with their direct investments outside Germany and can report positive trends for export financing, ECA business and the expansion of our range of global asset insurance products. We also serve SME customers in foreign markets together with the savings banks and their S-International units.

Cautious optimism for the financial year 2023/24

The **market environment** will remain challenging in the current financial year, and the economic uncertainty poses risks. In all likelihood, there will be no significant easing of the geopolitical situation. In addition to the Ukraine war, at the start of our financial year the permanently smouldering Middle East conflict transformed into a war and a further human tragedy. The conflict over Taiwan has not eased, and the outcome of the elections in the USA may pose entirely new challenges for Europe and Germany.

In Germany, the interest rate level will remain high for the time being, leading to continued investment restraint. The economic trend is weak and not expected to improve significantly over the remainder of the year. Most small and medium-sized enterprises are suffering due to high energy prices, growing bureaucracy and weak consumer demand. Some sectors are under particularly strong pressure, and the insolvency rate is on the rise. Moreover, various elections are due to take place in Germany in the current financial year, which could severely impact the country's democratic structure. For us, there is no alternative to strengthening, preserving and defending the fundamental values of Europe's liberal democracy. We are committed to Europe since a strong European Union and a strong euro will safeguard our (economic) prosperity and thus also the attractive market potential for the Deutsche Leasing Group.

Investment needs and the current momentum in the devel-

opment and expansion of renewable **"green" energy production** continue to offer the Deutsche Leasing Group solid business potential. Since large transactions in the renewable energy segment can in almost all cases be structured as project financing arrangements, various areas of expertise of the Deutsche Leasing Group (e.g. DAL, DL Finance and also Sparkassen-Finanzgruppe) profitably converge here. In the current financial year, we will continue to assist with these transformation needs together with the savings banks, take our partnership with them to the next level and jointly develop market potential. In this context, we are continuously expanding our general range of advisory services in the area of sustainability.

Next to "green" transformation financing, **intragroup business with the savings banks** will continue to play a key role in the financial year 2023/24, in additional market segments as well. Our offering for combined strategic market exploitation is to be expanded and our S-Mobilitätsportal piloted for the savings banks' smaller commercial customers. In our international business too, we will continue to rely on close and solid relationships with the savings banks.

Despite the geopolitical uncertainty, we see market opportunities in **international business**. Our broad international presence and our stable partnerships compensate for fluctuations in market trends in individual countries. We continue to see additional potential in international business by stepping up our export financing business and our range of insurance products.

In the current financial year, we will once again push forward with our internal **digitalisation and IT modernisation** activities and will renew further core systems. With vent.io, Deutsche Leasing's digital subsidiary, we are focusing on asset-related digitalisation and automation as well as ESG and mobility solutions for companies. Further options for invest-

ments in start-ups are under review, and digital customer and partner interfaces are undergoing further development, also incorporating artificial intelligence.

In all these activities and financing projects, **our customer satisfaction** is (and always will be) at the heart of everything we do. We measure this every year. The high level of customer satisfaction documented in the past financial year encourages us in our ongoing development and serves as a benchmark.

Now more than ever, we must remain flexible and innovative in order to keep pace with the rapid technological changes, geopolitical developments and the transition to a sustainable economic model, and to realise the available market potential. We are motivated by the expectations and satisfaction of our customers, the savings banks and our partners. This is the focus of our activities, and it will remain that way in the financial year 2023/24.

Kai Ostermann

Georg Hansjürgens

Sonja Kardorf

Markus Strehle

Rainer Weis



Additional information relating to our Annual Report 2022/23 and current information on the development of the Deutsche Leasing Group's business can be found at deutsche-leasing.com/finanzberichte

SUPERVISORY BOARD'S REPORT



For the Supervisory Board
Alexander Wüerst
Chairman of the Supervisory Board

In the financial year 2022/23, the Supervisory Board monitored the orderliness of the Management Board's management of the company and performed the tasks required of it by law and according to Deutsche Leasing's company agreement and the Supervisory Board's rules of procedure. In accordance with its function and its understanding of its role, the Supervisory Board is continuously, promptly and comprehensively notified of the company's development and of important business transactions. All key questions concerning the company's position and development, strategic and operational planning, risk management and regulatory requirements were extensively discussed. In regular communication between the chairman of the Supervisory Board and the chairman of the Management Board of the managing shareholder, current operational matters were discussed and strategic planning was initiated.

Structure of the Supervisory Board

As of 30 September 2023, the Supervisory Board consisted of 19 persons, almost all of whom were Management Board members of savings banks. To improve the efficiency of its operations, the Supervisory Board has established two committees: a loans and investments committee and an audit committee. The Supervisory Board is comprehensively notified of the agenda and outcome of meetings of these committees through the committee chairman at regular meetings and through receipt of the minutes.

Supervisory Board's activities

The Supervisory Board met virtually and in person in the financial year 2022/23. The Supervisory Board's four regular meetings entailed detailed reporting from the Management Board on commercial and risk policy, the current economic environment, the financial and profit situation, strategic and operational planning and risk management, as well as related discussions. Investment issues, realisation of the Group's foreign strategy and regulatory requirements were discussed



Go to:

in detail with the Management Board. The Supervisory Board was regularly kept informed of the economic impact of the coronavirus pandemic and the Russia-Ukraine conflict on the macroeconomic environment as well as Deutsche Leasing's course of business and outlook. In addition, extraordinary meetings were held with the loans and investments committee as well as the chairman and deputy chairwoman of the Supervisory Board in November 2022 and January 2023, in order to discuss the current situation for Deutsche Leasing's Russian subsidiary and possible courses of action. The Supervisory Board was kept continuously informed of developments by means of the minutes of meetings and also through detailed oral reports at its meetings. Moreover, at an extraordinary meeting in January 2023, the Supervisory Board made a final decision on the sale of Deutsche Sparkassen Leasing AG & Co. KG's investment in Deutsche Leasing Vostok AO. The Supervisory Board's meetings in June 2023 and September 2023 discussed the current situation vis-à-vis the cyber attack and its effects on Deutsche Leasing as well as the measures already implemented and those planned in this respect. In addition, the chairman of the Supervisory Board was kept continuously informed of the state of affairs regarding the cyber attack.

Together with the Management Board, in the financial year 2022/23, the Supervisory Board once again examined how modern technologies and digitalisation can be utilised and developed even more consistently and how to respond to the increasing pressure on margins, competition and costs.

Issues of particular relevance were followed up in greater depth in committee meetings and proposed resolutions were prepared.

At its four regular meetings, the loans and investments committee made risk decisions on commitments beyond the scope of the Management Board's responsibility, held

detailed discussions concerning risk policy issues for the company and intensively prepared Supervisory Board resolutions in the field of investments.

At a total of two meetings, the audit committee focused on the following issues: the financial statements and consolidated financial statements as well as the combined management report of Deutsche Sparkassen Leasing AG & Co. KG and also, with the auditor, its audit findings, in preparation for the Supervisory Board's financial statements meeting. The auditor's findings concerning the supervisory requirements relating to the audit of the financial statements and consolidated financial statements of Deutsche Sparkassen Leasing AG & Co. KG as of 30 September 2023 were extensively reviewed. The audit committee also discussed the medium-term equity planning of the Deutsche Leasing Group in detail. The audit committee examined in detail the economic effects of the Russia-Ukraine conflict and the cyber attack on Deutsche Leasing in regard to specific accounting issues in the financial statements and consolidated financial statements.

The Supervisory Board made all of the decisions which were required of it and which fell within the scope of its competence. It was involved in decisions of material significance for the company and, where necessary, provided its consent, following an extensive discussion and review process. The Supervisory Board discussed with the Management Board the company's strategy and resulting measures for realisation of its medium- and long-term goals and took note of these.

Financial statements and consolidated financial statements

Deloitte GmbH Wirtschaftsprüfungsgesellschaft has been appointed as the auditor and has issued unqualified auditor's reports for the financial statements and consolidated



Go to:

financial statements of Deutsche Sparkassen Leasing AG & Co. KG for the financial year 2022/23 as well as the combined management report. The auditor has notified the Supervisory Board's audit committee of its audit findings and has discussed them in detail with its members. The audit committee has notified the Supervisory Board of the outcome of its review of the auditor's reports and its discussions and has recommended the endorsement of the financial statements and the consolidated financial statements and the presentation of the financial statements to the shareholders' meeting for approval.

The auditor has provided a comprehensive report on its audit findings at the Supervisory Board's financial statements meeting and has replied to questions.

Following its own audit and discussion of the financial statements and the combined management report with the appointed auditor, the Supervisory Board has noted the auditor's audit findings and has not raised any objections. The Supervisory Board endorses the financial statements presented to it and proposes the approval of the financial statements by the shareholders' meeting.

Proposal for appropriation of profits

The Supervisory Board has discussed the proposal for appropriation of the profit for the year and recommends that the shareholders allocate an amount of EUR 12,998,782.45 of the parent company's net income for the year of EUR 52,998,782.45 to the non-withdrawable reserves.

The Supervisory Board would like to thank the members of the Supervisory Board, Frank Brockmann and Günter Högner, who left their positions during the year under review, for their valuable service. The Supervisory Board would also like to express its thanks and recognition to the Management Board and to all of the company's employees for their sustained commitment and for their work and, in particular, their extraordinary efforts in dealing with the effects of the cyber attack in the financial year 2022/23.

Bad Homburg v. d. Höhe,
March 2024

For the Supervisory Board

Alexander Wüerst
Chairman



Go to:

Combined management report Deutsche Leasing Group

14	Overview for the financial year and outlook
15	Basic information regarding the Deutsche Leasing Group
21	Economic report
34	Report on risks and opportunities and forecast report
48	Internal control system and risk management system
49	Deutsche Sparkassen Leasing AG & Co. KG

Combined management report

Financial year 2022 /23

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

Business performance

- New business in excess of EUR 10 billion despite recession in German core market; in addition, focus on profitability and temporary challenges due to the cyber attack
- Mixed trend in Germany, with strong rise in volume of project business (for renewable energy in particular), and slight growth in foreign business
- Sale of Deutsche Leasing Vostok successfully completed

Earnings position

- Improved contribution margins for new business, higher contributions from bank and factoring business and a further increase in the resale result, together with the positive risk adjustments figure result in significantly higher Group earnings
- Risk situation in Germany and other countries remains stable. Risk provisions established in the previous year for risks associated with Deutsche Leasing's Russia business have been partly released and allocated to the contingency reserves in accordance with § 340g of the German Commercial Code (Handelsgesetzbuch, HGB)
- Significant increase in net asset value and economic result

Net assets and financial position

- Diversified portfolio structure in terms of sectors as well as asset and credit rating classes and volumes, with high level of granularity and without specific risk concentrations

- Equity shown in the balance sheet (incl. contingency reserves under § 340g HGB) increased significantly to EUR 1.5 billion

- Secure financing base with broad foundations

Opportunities and risk management

- Risk-bearing capacity remained adequate – even in stress scenarios – and the default situation was orderly
- Robust market position thanks to diversification (esp. industries and regions) as well as supplementary factoring, insurance and service offerings
- Growth areas, in particular in intragroup business with the savings banks, transformation financing (renewable energy, decarbonisation) and digitalisation of product offerings

Outlook

- Weak growth momentum and investment incentives envisaged for Germany
- The ongoing Russia-Ukraine war and the resulting geopolitical and economic effects continue to pose significant planning risks
- Goal: profitable new business growth which surpasses the overall economic trend, and focus on risk trend and efficient cost management
- Slight increase in net asset value and moderate rise in equity as well as provisions in accordance with § 340g HGB



Go to:

Basic information regarding the Deutsche Leasing Group

Overview

Deutsche Sparkassen Leasing AG & Co. KG, headquartered in Bad Homburg v. d. Höhe (also referred to hereinafter as “DL KG”), is the parent company of the Deutsche Leasing Group. As a financial services provider, it is supervised by the German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht, BaFin) and by the German Bundesbank.

As one of the leading asset finance and asset service partners in Germany and Europe, the Deutsche Leasing Group offers investment-related financing solutions (asset finance) as well as supplementary services (asset services) for both fixed and current assets. On the basis of a broad product range, the Deutsche Leasing Group supports its customers in their realisation of investment projects in Germany and other countries. This encompasses small-volume investments and financing, individual, complex major projects, factoring business and debt management. In terms of its customers, Deutsche Leasing – as a central group partner of the savings banks – mainly focuses on SMEs in Germany, which it also supports at an international level.

On 30 September 2023, overall the Group had 2,919 employees in 23 countries.

Products and services

The Deutsche Leasing Group’s portfolio mainly comprises leasing and asset financing solutions for machinery and equipment, vehicles, IT-based communication equipment, medical technology, real estate, intangible assets and large-scale movable assets such as energy generation plants (solar and wind farms in particular) and rail vehicles, as well as factoring. A wide range of financing solutions such as leasing, rental, hire purchase and investment loans are available for this purpose. Via close cooperation with development institutions such as Kreditanstalt für Wiederaufbau (KfW), Landwirtschaftliche Rentenbank and regional development banks, Deutsche Leasing is able to assist with the entire advisory process for financing projects eligible for development funds and to supplement these funds with its own solutions. The Deutsche Leasing Group offers its partners sales financing products as well as dealer purchase finance. In its international business segment, its customers and partners also receive support in the form of ECA-covered export financing.

Asset finance solutions form the core of the Deutsche Leasing Group’s business model. Deutsche Leasing’s combination of asset, industry, service and product competence provides its customers with a significant advantage. The range of services covers the entire life cycle of a contract, from purchasing of assets via brokerage of asset-related insurance and administrative activities to resale of assets. This is supplemented by full-service products as well as certified returns in the vehicle fleet segment, construction management services for real estate leasing and life-cycle management, including IT services and logistics. In its factoring and collection segment, the Deutsche Leasing Group offers comprehensive debt management services.



Go to:

Its in-depth asset know-how and its understanding of specific industry requirements enable the tailored ongoing development of its range of services in line with the market's requirements. Market segments with relevant investment requirements are identified early on and customers receive individual support during the planning of their investments and right up to their realisation, thus laying the foundations for successful long-term partnerships. Sustainable investments (such as renewable energy, electric mobility) in particular are increasingly important for our customers and for the Deutsche Leasing Group itself. In addition, the Deutsche Leasing Group offers standardised, small-volume financing for its business customers seeking simple and rapid access to smaller investment assets.

Organisation and structure

The Deutsche Leasing Group is represented in the market through Deutsche Leasing AG and its various business segments, its subsidiaries DAL Deutsche Anlagen-Leasing GmbH & Co. KG (DAL), Deutsche Leasing Finance GmbH (DLF) and Deutsche Factoring Bank GmbH & Co. KG (DFB), as well as further investments specialising in the asset finance and asset service segments. Companies in 23 countries in Europe, Asia and America provide an international platform for the Deutsche Leasing Group's services. As the market leader in Germany and one of the leading providers of leasing in Europe, it focuses on business-to-business operations with small and medium-sized enterprises. In particular, the combination of comprehensive asset, industry, product and service competence, all from a single source, provides added value for our customers.

Deutsche Leasing's **Savings Banks and SMEs business segment** specialises in the German market, with a clear focus on the savings banks (offline and online) and direct distribution as distribution channels. This business segment pursues a generalist sales model and offers a broad range of financing services for movable

investment assets (including with the assistance of DLF), from solutions-oriented support for individual projects to processing of small-volume standard transactions. In line with the Deutscher Sparkassen- und Giroverband (DSGV) segmentation model, Deutsche Leasing distinguishes between the customer support services which it provides for larger corporate and company customers, on the one hand, and smaller commercial and business customers on the other. In addition to Deutsche Leasing's commonly used leasing and hire-purchase products, its digital S-Gewerbekredit product (which has omni-channel capability) enables financing of lower-volume plant and equipment expenditures and enables customers to view online, or on their mobile devices, a quotation which has been produced offline and to complete the entire process digitally, using an e-signature. In future, new marketing packages are intended to enhance the attractiveness of Deutsche Leasing's range of services via targeted communication and impulse management. With effect as of 1 October 2023, this business segment took over responsibility from DAL for the IT (except project business) and healthcare target markets. This transfer is intended to deepen Deutsche Leasing's partnership with the savings banks and leverage synergy effects. In addition, in cooperation with the Partner Solutions business segment, the savings banks and their customers receive needs-oriented support for their foreign activities through so-called "international desks" in the foreign companies of the Deutsche Leasing Group.

The **Mobility business segment** positions itself as a finance and service partner for the SME sector's mobility concepts and together with the savings banks in the small-business segment, in order to operate as a leading market participant in the German non-captive market for vehicle fleets. The services offered in this business segment encompass vehicle-related investment and service solutions as well as efficient fleet management for SMEs in Germany in particular. Tailored mobility solutions are to be provided for customers via asset-oriented financing know-how as



Go to:

well as modular services. The ongoing market changes – in the form of the growing significance of alternative drive types and new mobility concepts – require a consistent focus on the market's requirements as well as the development of new product concepts and solutions. In addition to Deutsche Leasing's existing configuration and calculation service and online customer portal, through the launch of its digital mobility portal, this business segment is stepping up its digital customer contact processes, within the scope of its initial and on-going advisory and support services, with the goal of increased customer satisfaction and retention. Through AutoExpo Deutsche Auto-Markt GmbH (AutoExpo), this business segment has its own specialised reselling company which resells returned leasing assets to private and commercial buyers in Germany and other countries.

In its **Partner Solutions business segment** (previously its International business segment), Deutsche Leasing pools its indirect sales model-related expertise in assisting small and medium-sized enterprises and partners (vendors) in Germany and other countries. In this context, this business segment serves as a centre of excellence for asset finance and asset services in Sparkassen-Finanzgruppe and offers selected vendors and their customers in 23 countries solutions which match local requirements. Moreover, in cooperation with AKA Ausfuhrkredit-Gesellschaft mbH (AKA), among other partners, customers of the savings banks and Deutsche Leasing are offered ECA-covered export financing. In addition, international desks established in Deutsche Leasing's foreign companies assist them with their foreign investments.

DAL Deutsche Anlagen-Leasing GmbH & Co. KG (DAL) operates as a centre of excellence for real estate business as well as specialist transactions and project business. It offers its customers structured financing and leasing solutions for long-term and large-volume investments in the following business segments: large-scale business for corporate customers/real estate (real estate leasing, construction management

services, financing structures for major IT projects and inventories), transport & logistics (asset-based financing solutions for rail transportation, logistics infrastructure, shipping, aviation) and infrastructure & utilities (esp. financing of investments in renewable energy, storage and grids). DAL specialises in the structuring and arrangement of major projects.

The **Central Savings Bank Support (CSBS)** unit provides the savings banks with strategic support in order to identify new revenue potential. It has successfully piloted and tested its so-called Strategic Market Exploitation approach together with the savings banks. This Strategic Market Exploitation approach represents a contribution to DSGV's future sales strategy for corporate customer business, in order to strike out in new directions in its corporate customer business. While drawing upon the expertise of the entire Deutsche Leasing Group, the CSBS analyses the potential offered by a savings bank's sales market and pursues a regular dialogue with the savings banks' management teams. With the strategic advisory services it provides for the savings banks, the Deutsche Leasing Group aims to strengthen its role within Sparkassen-Finanzgruppe.

Deutsche Leasing Insurance Services GmbH (DL Ins) is the central service provider, in-house broker and global centre of excellence for the Deutsche Leasing Group's insurance and insurance-related services. It develops, purchases and manages efficient and sustainable insurance services for the Deutsche Leasing Group. These services are available as an additional offering for all of the Deutsche Leasing Group's business partners. It thus increases the level of customer, partner and employee satisfaction, while generating more non-interest related income and helping to reduce the level of risk. As a service centre, DL Ins is also responsible for all of the Deutsche Leasing Group's self-insurance and workforce insurance policies.



Go to:

Deutsche Leasing Finance GmbH (DL Finance) rounds off the product range of the Deutsche Leasing Group with loan products. In its capacity as a credit institution, DL Finance primarily provides its customers with investment loans and dealer purchase finance. Financing of projects within the scope of the German Renewable Energy Act in particular is of growing importance. In addition, DL Finance purchases non-due receivables from leasing and hire-purchase contracts concluded by Deutsche Leasing and thus operates as an intragroup financing partner. Moreover, in the case of financing requirements, this credit institution assists the subsidiaries of the Deutsche Leasing Group, including outside Germany, and provides intragroup guarantees and credit facilities within the scope of its financing activities. As a bank which is accredited with various public business development banks, DL Finance also provides the customers of the Deutsche Leasing Group with access to development funds.

As part of the Deutsche Leasing Group, **Deutsche Factoring Bank GmbH & Co. KG (DFB)** is the centre of excellence for factoring and debt management within Sparkassen-Finanzgruppe and offers receivables financing, debt management and loss protection solutions in Germany and other countries for over 50 different industries. It is continuously expanding its partnership with savings banks by means of a systematic market exploitation strategy, and this partnership also strengthens the range of products and services which the savings banks offer their customers. DFB also cooperates with selected intermediaries and brokers.

Bad Homburger Inkasso GmbH (BHI) – an associated company of the Deutsche Leasing Group – offers bad debt solutions as well as the market-oriented resale of movable and real estate collateral (mainly non-performing leasing contracts including securing, valuing and reselling the respective leasing assets) on behalf of its shareholders, the savings banks and other companies and institutions.

S-Kreditpartner GmbH (SKP), a Deutsche Leasing investment, focuses on personal car and consumer loans in Germany. For the savings banks, as a group partner SKP is the leading product and process specialist for consumer financing and liquidity solutions in Sparkassen-Finanzgruppe. SKP markets its products to borrowers via savings banks, its own online presences, its sales service centre and other intermediaries. SKP also offers financing of purchasing activities in the leisure vehicles/caravans segment. With SKP-Lab, a platform for innovation and exchange has been established which enables the development of new, forward-looking solutions by bringing together various market actors.

The digital and innovation-oriented subsidiary **vent.io GmbH (vent.io)** is working on digital solutions which will safeguard key future competences of Deutsche Leasing. vent.io concentrates on forward-looking digital business models by investing in or pursuing partnerships with B2B start-ups as well as developing digital customer and partner interfaces and solutions in the field of data science.



Go to:

Positioning within Sparkassen-Finanzgruppe

As a centre of excellence for leasing, factoring and other SME-oriented asset finance solutions, the Deutsche Leasing Group is a central and internationally focused group partner which supports the savings banks in their realisation of their customers' investments. The development of a market-oriented, digital product portfolio which is available online will consistently strengthen this centre of excellence function within Sparkassen-Finanzgruppe. Through its Central Savings Bank Support unit, Deutsche Leasing is continuing to provide impetus and active support for new strategic approaches to the savings banks' market exploitation in order to develop potential. As well as improving Deutsche Leasing's centre of excellence function within Sparkassen-Finanzgruppe, this also enhances the intragroup benefit. Besides market cooperation, the savings banks also serve as the Deutsche Leasing Group's key financing partner. Moreover, overall, 338 savings banks (previous year: 342) are shareholders in the Deutsche Leasing Group, as direct and indirect limited partners; the number of savings banks has decreased slightly on account of mergers.

Distribution channels

The Deutsche Leasing Group exploits its markets through three different distribution channels:

Savings banks: The needs of the savings banks' customers are the key priority here and are optimally fulfilled through the cooperation of the savings bank in question with the Deutsche Leasing Group. The savings banks can rely on a comprehensive range of services: from standardised product lines to tailored specialist solutions. The Deutsche Leasing Group thus enables the savings banks to access its full range of products and services. Equally, cooperation with the

savings banks is being stepped up together with CSBS, by means of a Strategic Market Exploitation approach, in order to leverage additional revenue potential. Moreover, so-called "international desks" have been established in the foreign companies of DL KG; German-speaking employees serve as on-site contacts for the savings banks and their customers.

Direct business: With a regional sales structure which enables a local presence, Deutsche Leasing and DAL exploit the market independently, through direct acquisition. The sales model for direct business is to target in particular those customers and market segments whose potential the savings banks or partners/vendors have not yet fully exhausted. Direct business enables the further development of business relationships with new and existing customers as well as establishing know-how and insight into the industry and business relationship in question; this underlines the Deutsche Leasing Group's independence.

Partners: The Deutsche Leasing Group's partners are its dealers, vendors and cooperation partners. By working with its dealers and vendors, the Deutsche Leasing Group gains efficient and early access to customers, thus ensuring broad sales coverage in Germany and other countries. In addition, the Deutsche Leasing Group develops new market potential via successful partnerships with financial institutions.

Locations

Germany is the core market of the Deutsche Leasing Group. Through its foreign network and its foreign subsidiaries, it supports German companies' exports and their international presence. It does so through cooperation with international vendors – mainly in Germany, Austria and Switzerland ("DACH") – which rely on the financing expertise of the Deutsche Leasing Group's international network to support their sales activities. On the other hand, as well as assisting

German companies' foreign direct investment programmes, the Group also supports foreign subsidiaries of German corporate groups through its 22-country¹ foreign network. In the year under review, in addition to its headquarters in Bad Homburg v. d. Höhe, the Deutsche Leasing Group had one German branch office, in Berlin, and seven other German sales offices. The Deutsche Leasing Group is also represented in other regions through its investments.

International presence of the Deutsche Leasing Group



¹ In the second quarter of the calendar year 2023, the Deutsche Leasing Group withdrew from the Russian market through the sale of its Russian subsidiary (Deutsche Leasing Vostok AG). The Deutsche Leasing Group had already frozen new business at the start of Russia's war of aggression against Ukraine, in early March 2022.



Go to:

Economic report

Overall economic and industry-specific environment

In the past financial year, the **global economy** was strongly affected by high energy costs and huge price rises, which weakened the economic recovery. The calendar year 2022 ended with a weak economic picture and stagnation in the fourth quarter. This was attributable to inflation-related declining real incomes and weak fixed investments as a result of interest-rate rises. While 2023 got off to a good start, this upswing faded away somewhat over the summer. This reflected factors such as weak industrial output in Europe, a high debt ratio in the Chinese real estate sector and the central banks' restrictive interest-rate policy. The central banks significantly raised key interest rates in order to stabilise price levels and curb the high level of inflation around the world.

The gross domestic product (GDP) picture in the **Eurozone** was subdued towards the end of the calendar year 2022 and no GDP growth was realised in the fourth quarter of 2022. This was mainly due to restrained private consumption, on account of high purchase price levels. Private consumption declined in the fourth quarter of 2022 and was thus almost 1 per cent below its level prior to the outbreak of the Covid-19 pandemic. Nor did a significant recovery materialise in the first six months of 2023, and GDP thus continued to stagnate. Private consumption was unable to recover due to a decline in real wages, and the high interest rates impeded investments in housing construction. On the other hand, plant and equipment expenditures and investments in the non-housing construction sector picked up. Inflation already weakened towards the end of 2022, and this trend remained intact. Over the course of 2023, the inflation rate continued to fall and reached 4.3 per cent in September 2023. The European Central Bank (ECB)

responded to the high level of inflation with a restrictive interest-rate policy which represented its strongest tightening of interest rates since the start of the monetary union. It already strongly hiked interest rates from mid-2022 and over the course of 2023. In mid-September its main refinancing rate had thus reached 4.5 per cent. As well as these key interest rate rises, the ECB also gradually reduced the volume of holdings which it had acquired through its asset purchase programmes.

The **German economy** was subdued in the past financial year. In the autumn of 2023 economic output matched the level achieved prior to the pandemic, but labour productivity declined. While in the third quarter of 2022 GDP grew slightly, by 0.4 per cent, the final quarter of 2022 and the first quarter of 2023 registered falls of 0.4 per cent and 0.3 per cent on the previous quarters. The trend stabilised in the second quarter of 2023, with a growth rate of 0.1 per cent, but the third quarter of 2023 once again registered a slight decline (0.1 per cent). This trend was attributable, in particular, to the high level of inflation which is putting pressure on private consumer spending, the higher interest rates which are curbing demand for construction services in particular, and also the weak picture for the global economy and the corresponding negative effects on the German export sector. On the other hand, companies' plant and equipment expenditures provided positive momentum.

Financial performance indicators

As in the previous year, the Deutsche Leasing Group is managed according to a Group-wide integrated logic which focuses on the development of new business as well as the Group's net asset value and equity, with due consideration of risk-bearing capacity.



Go to:

New business

As a key management ratio, new business comprises all of the (confirmed) transactions within a specific reporting period, including the total historical costs for all associated investment assets from leasing, hire-purchase, rental and investment loans, the services stipulated under service agreements as well as the average level of recourse to credit lines within the scope of dealer purchase finance. Turnover and debt volumes in factoring and collection business are not included in this definition on grounds of limited comparability but are nonetheless separately considered for internal management purposes.

On the development of new business, please refer to the comments on the Group's [business performance](#).

Net asset value

Leasing companies use the net asset value calculation in addition to annual financial statements prepared in accordance with German commercial law. The net asset value calculation discloses hidden reserves and hidden liabilities within the scope of the volume/portfolio entered into and thus provides information on the present-value future net earnings potential which will be reflected in the profit and loss accounts (P&L) for subsequent periods. The net asset value calculation thus transcends the inherent weaknesses associated with a profit and loss account prepared in accordance with commercial law (periodisation, inevitable establishment and release of hidden reserves) and helps to avoid the potential mismanagement which would result in case of a purely P&L-based performance assessment.

As well as equity shown in the balance sheet, the net asset value includes the earnings potential and profit contributions for future profit and loss accounts on the basis of the portfolio as of the key date, established by means of prior offsetting of expenses (declining interest-rate trend, start-up costs from acquisition and advance depreciation, by comparison with their

straight-line leasing instalment equivalents) and calculated profits in a given portfolio.

While the net asset value calculation plays a less prominent role than the annual financial statements, it is essential for an overall assessment of the economic situation and serves as the basis for determining a leasing company's risk coverage potential, as determined on a value-oriented basis. At the same time, the net asset value is used as a financial measure of total equity.

As a necessary supplement to the profit and loss account prepared in accordance with commercial law, the net asset value calculation provides the basis for a general indication of net income realised within a given period. This is referred to as the economic result² for the period. The Deutsche Leasing Group calculates its net asset value and its economic result on the basis of the industry standard developed by the Federal Association of German Leasing Companies.

On the development of the net asset value, please refer to the comments on the [earnings position](#).

Equity

To ensure adequate economic foundations for its growth objectives and as cover against possible unexpected risks, the Deutsche Leasing Group has a strong equity base as well as reserves in accordance with § 340g HGB which it has further increased.

On the development of equity, please refer to the comments on the [earnings position](#).

Business performance

For the financial year 2022/23, the Deutsche Leasing Group had expected to achieve profitable growth in terms of its volume of new business (while outpacing the trend for the overall economy), an increase in its net asset value and a moderate rise in its equity as well

² The economic result comprises earnings before taxes as shown in the profit and loss account, the change in the net asset value in the reporting period and the other value-adding components in the period not recognised in the net asset value calculation (in particular, the non-leasing-related investments BHI, DFB, SKP).

as its provisions established in accordance with § 340g HGB. It continued to focus on the result including risk, on the basis of the margin, income and risk trends. The previous year's planning was based on the then current studies of the economic research institutes. Following the high level of inflation in 2022, these had assumed a gradual normalisation of inflation, the elimination of supply bottlenecks and economic growth within the planning horizon.

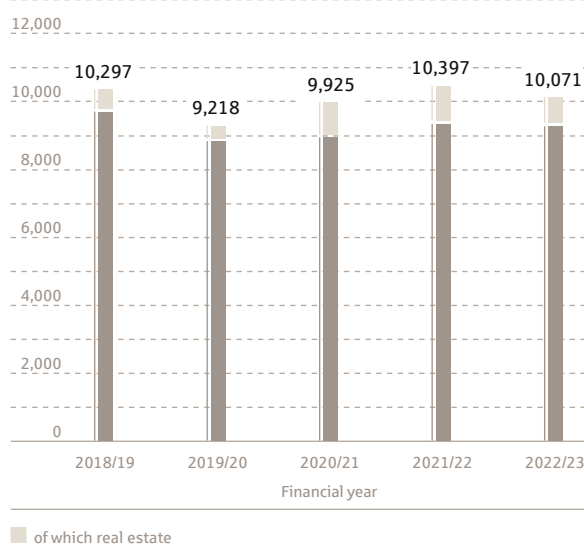
Despite a challenging environment due to a weak economic trend and the effects of a cyber attack,³ the Deutsche Leasing Group achieved a new business volume of EUR 10.1 billion and surpassed the 10 billion mark for the third time in its history. It was thus once again able to strengthen its market leadership in Germany and its position among the leading leasing providers in Europe. The figure on the right shows the development of new business over a period of five years.

The distribution of new business by asset class is shown in the table below.

The new business volume in the **machinery and equipment** segment – the core focus of Deutsche

New business of the Deutsche Leasing Group

EUR million



Leasing's asset finance business – was lower than in the previous year, on account of the economic slowdown, and amounted to EUR 4.6 billion.

New business by asset class

Asset class	2021/22 New business		2022 /23 New business		Change in EUR million in relation to previous year
	In EUR million	Share in per cent	In EUR million	Share in per cent	
Machinery and equipment	5,124	49	4,589	46	-535
Road vehicles	2,754	26	2,741	27	-13
Energy and transport	1,100	11	1,649	16	+549
Real estate	1,018	10	757	8	-261
Information and communication technology	400	4	335	3	-65
Deutsche Leasing Group	10,397	100	10,071	100	-325

³ In early June 2023, Deutsche Leasing detected a cyber attack affecting part of its IT systems. Deutsche Leasing reacted immediately in line with its contingency plan, shut down access to its IT systems, applications and IT interfaces and involved or notified all relevant (investigative) authorities, including the competent Hesse data protection supervisory authority (HBDI). In addition, a well-known external forensics service provider recognised by the German Federal Office for Information Security (BSI) was tasked with IT forensics analysis of this cyber attack. Deutsche Leasing brought its IT systems and applications back online step by step, in accordance with a restart plan. Its IT interfaces with customers and partners were likewise gradually brought back online, so that at the end of the financial year 2022/23 Deutsche Leasing was once again able to conduct its full range of business activities.

In addition to commercial vehicles, the **road vehicles** segment also includes the passenger car market. At EUR 2.7 billion, the new business volume in this segment matched the previous year's level.

In the **energy and transport** segment, which encompasses investments in infrastructure and utilities as well as transport and logistics, the volume of new business increased significantly to EUR 1.6 billion. This was mainly due to investments in renewable energy.

The volume of new business in the **real estate** segment was, at EUR 0.8 billion, lower than in the previous year, which had benefited from a large-scale transaction (SLB) in particular.

The volume of new business in the **information and communication technology** segment amounted to EUR 0.3 billion and was thus lower than in the previous year. The revised market approach for the Savings Banks and SMEs business segment means that there are additional opportunities to deepen Deutsche Leasing's partnership with the savings banks and to leverage synergy effects.

Economic situation

EARNINGS POSITION

On the basis of increased contribution margin levels for new business, the Deutsche Leasing Group has considerably boosted the earnings potential of its portfolio; however, due to the periodisation requirement, the margins entered into will only gradually make themselves felt in the profit and loss accounts for subsequent periods. Earnings from leasing, hire-purchase and banking business increased considerably in the past financial year. The items of the profit and loss account reflected the slight change in the portfolio structure: gross leasing income and expenses and depreciation on leasing assets decreased, while earnings from hire-purchase and banking business noticeably improved.

Leasing income resulting from leasing and hire-purchase business and from the sale of second-hand leasing assets declined by EUR 66 million on the previous year to EUR 7,509 million. However, **leasing expenses** decreased more strongly, by EUR 79 million to EUR 4,579 million. **Depreciation and valuation adjustments on leasing assets** directly related to leasing business were, at EUR 2,333 million, significantly lower (EUR 49 million lower) than in the previous year. In principle, scheduled depreciation on newly acquired leasing assets included in this amount in the period remains in line with the term of the underlying leasing contracts.

Net interest income reflected the higher interest-rate level. Interest expenses grew disproportionately strongly by comparison with interest income. However, much of the income corresponding to the interest expenses has been reported in the leasing income item.

Due mainly to inflation, **general administrative expenses** increased to EUR 489 million (previous year: EUR 451 million). This related to personnel expenses

as well as other administrative expenses. In addition, the cyber attack accelerated the implementation of the new IT structure and thus put pressure on administrative costs in the financial year 2022/23.

Risk provisions under commercial law, in the form of **depreciation and valuation adjustments on receivables**, amounted to EUR 47 million (previous year: EUR 89 million). Of the risk provisions established in the previous year to cover risks associated with Deutsche Leasing's Russia business, the portion which was no longer required was released.

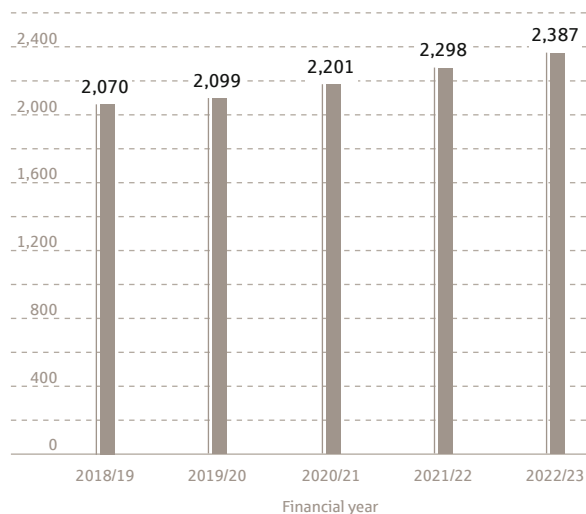
Overall, these effects were clearly reflected in the Group's **net profit for the year**, which increased to EUR 85.0 million (previous year: EUR 33.3 million). The Group's **net income for the year** amounted to EUR 97.7 million (previous year: EUR 43.3 million).

Equity shown in the balance sheet has increased by EUR 33 million, from EUR 1,005 million to EUR 1,038 million.

In the financial year 2022/23, the **net asset value** increased to EUR 2,387 million (previous year: EUR 2,298 million). The present-value surplus resulting from the existing portfolio of contracts (future income less future expenses) and the present value of the expected, non-guaranteed revenues from follow-up business both rose. The net asset value is calculated according to the standard developed by the Federal Association of German Leasing Companies in terms of its structure and substance. The auditor reviews this value in line with the "IDW Audit Standard: Net Asset Value Calculation Auditing for Leasing Companies (IDW PS 810)" issued by the Institute of Public Auditors in Germany, Düsseldorf. The net asset value reflects the value of the Deutsche Leasing Group's equity, after disclosure of hidden reserves. It is a key element for calculation of the economic result – a recognised, summary ratio indicating period net income for leasing companies.

Net asset value of the Deutsche Leasing Group

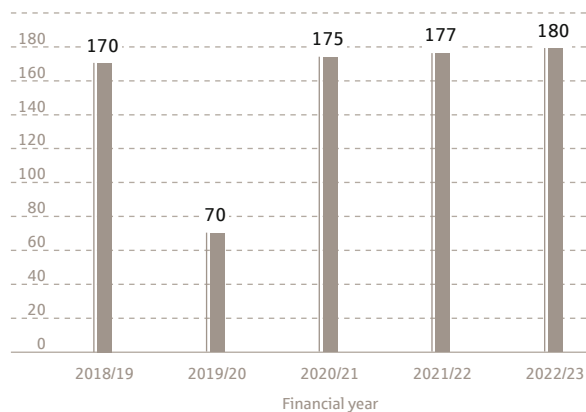
EUR million



Allowing for the dividend distributed by Deutsche Sparkassen Leasing AG & Co. KG, the **economic result** realised in the financial year 2022/23 reached a figure of EUR 180 million.

Economic result of the Deutsche Leasing Group

EUR million



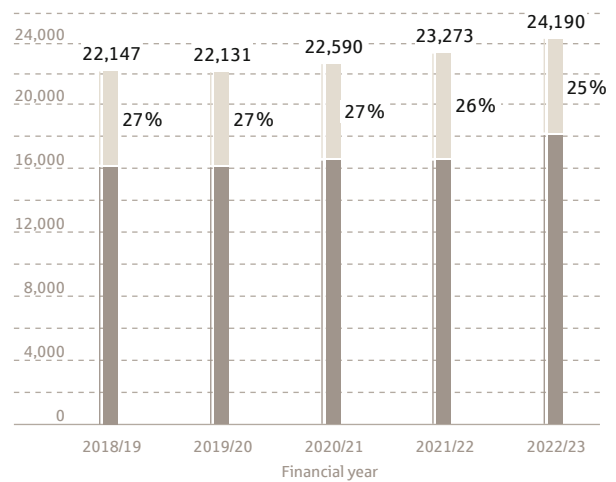
NET ASSET SITUATION

Deutsche Leasing's **consolidated balance-sheet total** increased from EUR 23.3 billion to EUR 24.2 billion over the course of the year under review. This growth resulted from the increase in receivables from customers (EUR +975 million) and the rise in the volume of leasing assets (EUR +66 million).

Leasing assets, measured at historical costs, amounted to EUR 16.2 billion and thus matched the previous year's level (EUR 16.2 billion). Leasing assets measured at residual book values – one of the key elements of the consolidated balance-sheet total – had the following structure on 30 September 2023, with a breakdown for individual business segments:

Development of consolidated balance-sheet total

EUR million



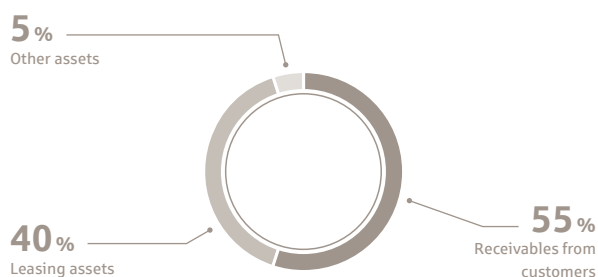
■ Percentage share accounted for by foreign business

Leasing assets measured at residual book values

Asset class	2021/22		2022/23		Change	
	In EUR million	Share in per cent	In EUR million	Share in per cent	In EUR million	Share in per cent
Machinery and equipment	5,023	53	4,934	51	-89	-2
Road vehicles	3,041	32	3,258	34	217	7
Information and communication technology	890	9	888	9	-2	-0
Energy and transport	496	5	425	5	-71	-14
Real estate	87	1	98	1	11	13
Deutsche Leasing Group	9,537	100	9,603	100	67	1

The residual book values of leasing assets thus accounted for 40 per cent of the overall consolidated balance-sheet total (previous year: 41 per cent). Receivables from customers (mainly hire-purchase receivables and receivables from banking and factoring transactions) amounted to 55 per cent of the consolidated balance-sheet total (previous year: 54 per cent).

Structure of assets as of 30 September 2023

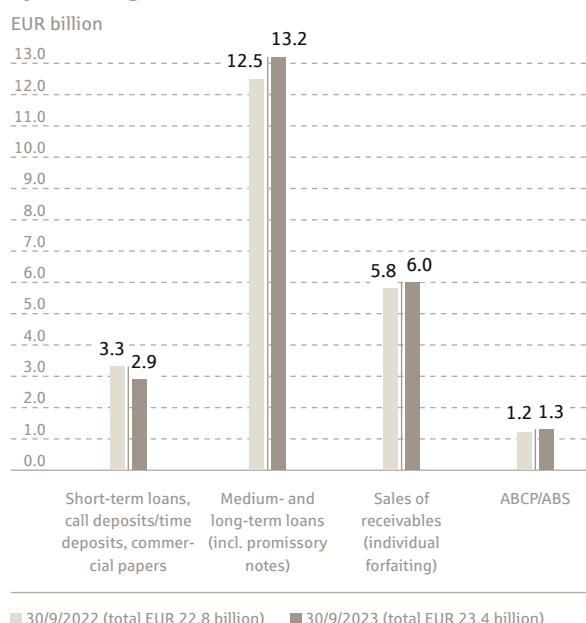


Foreign subsidiaries account for around 25 per cent of the Group's total assets. The leasing business of foreign subsidiaries is generally reported as hire-purchase business in accordance with the German Commercial Code.

FINANCIAL POSITION

The debt capital borrowed in the financial year 2022/23 served to finance the customer business of the Deutsche Leasing Group, in particular the acquisition of leasing assets and the grant of loans to customers. Borrowed funds of the Group's domestic and foreign companies (without DAL's non-recourse business, but including DFB) increased by 2.5 per cent and amounted to EUR 23.4 billion (previous year: EUR 22.8 billion) on 30 September 2023. The following figure shows the development of the financing volume by financing instrument:

Development of financing volume by financing instrument



With a share of around 56 per cent, medium- and long-term borrowing (including the issuance of promissory note loans) continued to account for most of the Deutsche Leasing Group's borrowed funds. The significant rise in the level of medium- and long-term borrowing in the financial year 2022/23 (+5 per cent) is mainly attributable to the need for financing with matching liquidity due to the new business trend as well as the customer business-related requirement for interest rate hedging ahead of schedule. This requirement was likewise fulfilled by entering into fixed-rate loans.

Accordingly, the financing volumes borrowed via the money market declined slightly relative to the previous financial year and were mainly used to finance short-term business with customers. Almost a quarter of money market borrowing served to finance DFB's factoring business.

The contribution which securitisation-based financing made to the overall financing volume was virtually unchanged. Refinancing was handled via the established ABCP financing platforms in the financial year 2022/23. Nonetheless, in September 2023 the volume of transactions was widened through the inclusion of a new investor. The volume of sales of receivables was also increased.

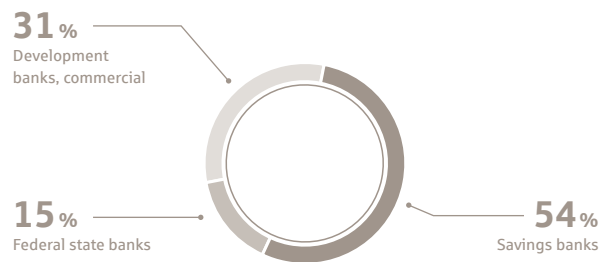
Borrowed funds were largely contracted on a fixed-interest basis. Where necessary, interest rates were also fixed by means of interest-rate derivatives. In almost all cases, these funds were borrowed on terms matching the structures of customer transactions, from the point of view of the capital commitment and fixed interest-rate periods as well as the respective currency. Maturity transformations were thus not implemented to any significant extent.

As before, derivative financing instruments for management of interest and currency risks (mainly interest-rate swaps) were exclusively entered into for hedging purposes. Since the volume, term and capital commitment periods of the derivative financing instruments entered into were determined on the basis of the structures of the underlying customer transactions and borrowed funds (mainly as a macro hedge on the basis of interest-rate gap analyses, and in some cases as a micro hedge), risk is effectively covered. A documented, appropriate and functional risk management system is used for these transactions.

The volume of financing (Germany and other countries, excluding DAL's non-recourse business, including DFB) was distributed as follows between the financing partners as of 30 September 2023:

Financing volume

(Germany and other countries, excl. DAL's non-recourse business)



The Deutsche Leasing Group continued to receive almost all of its funding from institutions within Sparkassen-Finanzgruppe. As of 30 September 2023, savings banks and federal state banks provided more than two-thirds of all borrowed funds. Public business development banks accounted for around two-thirds of the remaining borrowing.

In its financial management, the Deutsche Leasing Group seeks to safeguard permanent solvency and to cover financing requirements on the best possible terms, with the goals of hedging financial risks and achieving the greatest possible level of independence in relation to developments in the financial markets.

In the financial year 2022/23, the Deutsche Leasing Group maintained a broadly diversified debt financing structure, in terms of the number of financing partners and the financing instruments used. Financing reserves remained at a high level in the financial year 2022/23, even in a challenging market environment and in the context of a continuously rising key interest-rate level and growing economic and geopolitical uncertainty. By virtue of the structures established for forfaiting and securitisation, as well as financing by means of conventional credit lines, further options were utilised for debt financing and in order to ensure liquidity. Overall, on the basis of its anchoring in Sparkassen-Finanzgruppe, its stable, long-term business relationships with credit institutions and a diversified range



Go to:

of financing instruments, the Deutsche Leasing Group has a broad financing base which will enable future business growth.

In the financial year 2022/23, the Deutsche Leasing Group met its payment obligations in full.

Within the scope of the **statement of cash flows**, cash and cash equivalents amounted to EUR 261.1 million at the start of the financial year and to EUR 172.0 million at the end of the financial year. The structure of the statement of cash flows reflects the specific characteristics of the leasing sector. The cash outflow from current business activities amounted to EUR –26.8 million (previous year: cash inflow of EUR 121.7 million), while the cash outflow from investing activities totalled EUR –16.2 million (previous year: EUR –11.1 million). The cash outflow from financing activities amounted to EUR –46.1 million (previous year: EUR –33.5 million).

Contingent liabilities under suretyships and guarantee agreements came to EUR 427 million at the end of the financial year (previous year: EUR 429 million). On the balance-sheet date, irrevocable loan commitments were valued at EUR 787 million (previous year: EUR 594 million).

General statement by the Management Board on the economic situation

The Deutsche Leasing Group had a successful financial year 2022/23 despite the economic slowdown (in particular, the recession in its German core market) and the challenges resulting from the cyber attack. Its diversified market positioning, targeted development of potential in the field of transformation financing (in particular, major projects in the renewable energy segment) and its resolute response to the cyber attack enabled the Deutsche Leasing Group to achieve a volume of new business in excess of the EUR 10 billion mark. The new business trend in Germany was mixed, with a strong rise in the volume of project business (for renewable energy in particular), while slight growth was registered outside Germany. The increased focus on profitability had a positive impact on the earnings quality of new business in all market units. Deutsche Leasing launched its first joint corporate customer campaign with the savings banks. This has the objectives of achieving progress in a sustainable economic transformation while generating financing applications for the savings banks. In addition, the Deutsche Leasing Group has continued to consistently implement its action and investment programme which is intended to safeguard its future viability in terms of digitalisation and process efficiency.

The Deutsche Leasing Group registered significant growth in its net asset value. As of the balance-sheet date, this amounted to EUR 2,387 million (previous year: EUR 2,298 million). Its economic result reached a volume of EUR 180 million; please see the comments on the [earnings position](#) for further details. Equity shown in the balance sheet has increased by EUR 33 million to EUR 1,038 million.

The Deutsche Leasing Group enjoyed a secure refinancing position, particularly thanks to its integration within Sparkassen-Finanzgruppe and its long-established business relationships with credit institutions.



Go to:

The financial position of the Deutsche Leasing Group is unchanged and remains stable.

DL KG, as the Group's parent company, reported a net income for the year of EUR 53.0 million (previous year: EUR 52.0 million). This provides the basis for the proposed distribution to the shareholders of DL KG in the amount of EUR 40.0 million (previous year: EUR 40.0 million).

Deutsche Leasing has held its own in a challenging environment. Deutsche Leasing's net asset, financial and liquidity position remains in good order and stable.

Non-financial performance indicators

Employees

The Deutsche Leasing Group considers the expansion and consolidation of its positioning in the labour market as an attractive employer to be one of its key strategic goals. In its Strategy 2030, it accordingly aims to be a "top employer in the industry". This will establish a lasting basis for the recruitment and long-term retention of top employees. As well as this strategic anchoring, the company's corporate culture is likewise a key focus. Significant progress was achieved thanks to the measures emphasised in the financial year 2022/23 together with a new employer branding. This is also reflected in awards from various institutions, including recognition from kununu as a "Top Company 2023", from Zeitverlag as a "Most Wanted Employer 2023" and from trendence for a "Fair Trainee Programme 2023".

Deutsche Leasing aims to provide its employees with interesting, challenging but also secure jobs, with a diverse range of career opportunities. Our employees' ongoing initial and advanced training enables them to cope with demands as they arise and thus safeguards the company's future success. Deutsche Leasing aims

to provide a suitable environment in which recognition of one another and constructive feedback play a key role, in addition to the everyday work in a hybrid work environment. Flexible conditions and supplementary offerings such as "pm Familienervice" help our employees to achieve a work-life balance. Ongoing personal and professional development, succession planning initiated at an early stage and talent management are additional key components of the Deutsche Leasing Group's human resources policy which delivers long-term results.

The identification and development of employees who have the potential to take on more advanced roles also remains a core priority for the Deutsche Leasing Group. In particular, employees are encouraged to take on leadership responsibility and are optimally prepared for this. The Deutsche Leasing Group once again implemented related programmes for high-potential employees and young executive talent in the reporting period. It provides personal, professional and methodological training for those enrolled on these programmes and supports them along their desired career paths. The Deutsche Leasing Group also offers its workforce a large number of skill-building courses, both individually and for entire divisions and teams. The broad range of courses offered by the DL Academy covers issues relating to agile work methods, negotiating skills, self-management/resilience during turbulent periods as well as conflict management and achieving team success through a change of perspective. In terms of specific skill-building requirements, the subsidiaries and associated companies of the Deutsche Leasing Group largely coordinate advanced training processes for their employees on their own initiative.

The Human Resources department has increased its focus on the topic of diversity, since this is highly relevant from the point of view of teamwork. Teams characterised by diversity benefit from the wide-ranging experience of the various team members. Deutsche Leasing therefore actively encourages an inclusive and



Go to:

diverse culture and is implementing various measures in order to break down prejudices and ensure that there is no room for discrimination of any kind.

On the balance-sheet date, the Deutsche Leasing Group had a total of 2,919 (previous year: 2,845) employees, of which 481 outside Germany (previous year: 522). The average length of employees' service in Germany⁴ was 11.6 years (previous year: 11.9 years), and on average employees were 46.2 years of age (previous year: 46.3 years). The fluctuation rate was 7.9 per cent (previous year: 7.1 per cent). The sickness level was 5.3 per cent (previous year: 5.4 per cent).

A performance-oriented remuneration system links individual employees' goals with the company's strategic objectives and thus provides an additional framework for the company's consistent management.

Deutsche Leasing organises its initial training, its dual courses and its programmes for trainees and young and upcoming managers within the context of its corporate strategy, and does so with very strong results. This is an investment which pays off and which in the reporting period once again enabled an increased number of technical and management positions at a wide range of levels to be filled internally with former apprentices, dual-course students and trainees in particular.

Deutsche Leasing currently has three trainees (previous year: five) with permanent employment contracts. Trainees are hired every quarter. The company's initial training programme is currently offering 39 young talents the opportunity to make a start in the profession. They are able to do so either via an apprenticeship in office administration or via a dual-course structure. Here, students can pursue a degree in International Business Management at the accadis University of Applied Sciences in Bad Homburg and a Bachelor of Science degree in Information Management at the Rhine-Main University of Cooperative Education. These courses are Deutsche Leasing's response to the market's demands in relation to digitalisation and IT issues. Upon successfully completing their training or courses of study, Deutsche Leasing offered all suitable apprentices and graduates with bachelor's degrees permanent employment positions. All of these trainees have taken on more advanced roles in line with the core areas of their training and their expertise.

⁴ AutoExpo, BHS, Deutsche Leasing Finance GmbH, Deutsche Leasing Insurance Services GmbH, Deutsche Leasing Global GmbH, Deutsche Sparkassen Leasing AG & Co. KG, vent.io GmbH



Go to:

Social commitment

As a member of Sparkassen-Finanzgruppe, the Deutsche Leasing Group lives up to its social responsibility in various ways, for example through the support which it provides in the areas of art and culture, science, social issues and sport.

Besides financial initiatives, many Deutsche Leasing Group employees participate in the “Socially Active Employees” (SAM) scheme which was created in 2011. They do so on their own initiative through work activities and fundraising campaigns in support of social and nature conservation projects, with Deutsche Leasing providing benefits in kind. For example, Deutsche Leasing’s employees collected food donations for people in need in the region and handed these over to local food banks, planted a large number of young seedlings in reforestation areas and installed two beehives on Deutsche Leasing’s grounds. During the Christmas period, Deutsche Leasing’s employees once again took part in its annual Christmas wish list initiative. As in previous years, wish lists were collected from various social welfare institutions in the local region, and Deutsche Leasing’s employees were thus able to fulfil the Christmas wishes noted on these lists. Deutsche Leasing maintains a continuous dialogue with all of these social welfare institutions which it has supported for many years now, and Deutsche Leasing’s commitment is highly appreciated.

In the spring of 2023, the ongoing war in Ukraine and the related continued presence in Germany of people seeking protection again prompted Deutsche Leasing to provide affected families with laptops enabling access to school lessons.

Team spirit is also promoted at Deutsche Leasing. Last year, Deutsche Leasing for the first time encouraged its employees to take part in a four-week “Teamfit Challenge” in aid of the Arche Noah Hochtaunus hospice association. In addition, many members of the company’s workforce again signed up for Bad Homburg’s annual company running event, Bad Homburg Runs

After Work. They were able to combine networking with shared outdoor sporting activity, alongside well-known companies from the local region and around 2,400 runners.

Deutsche Leasing continues to support and to assist a large number of organisations and associations through donations and funding. It sets great store by continuing to honour its existing commitments as a reliable partner. Accordingly, in the past financial year Deutsche Leasing has maintained its current commitments without any changes.

Deutsche Leasing is actively dedicated to sports funding. This includes its support for the German Sports Aid Foundation. As part of Sparkassen-Finanzgruppe, for many years now Deutsche Leasing has been a “Top Partner of Team Germany”. It thus supports the German Olympics teams, the Paralympics team as well as young sportsmen and women and grassroots sport.

In the field of art and culture, this year the major event which Deutsche Leasing is sponsoring together with Deutscher Sparkassen- und Giroverband (DSGV) and Frankfurter Sparkasse is the art exhibition “HOLBEIN and the Renaissance in the North” at Frankfurt’s Städel Museum. Deutsche Leasing also supports a large number of cultural initiatives. It has a long-established and solid relationship with the Rheingau Music Festival in the form of a premium partnership. The festival enriches the Rhine-Main region’s cultural scene every year, with almost 150 concerts at over 40 venues every summer.

Deutsche Leasing is also active in science funding and provides assistance for a wide range of research projects conducted by various institutions. Deutsche Leasing’s long-standing membership of the funding association for the University of Cologne’s leasing research institute documents the company’s intensive relationships with universities. In addition, the lectures and forums supported by Deutsche Leasing and its membership of Sparkassen-Finanzgruppe’s



Go to:

science funding association ensure an active exchange between the realms of theory and practice. Deutsche Leasing's promotion of children's, adult and vocational education is also demonstrated by its role on the board of trustees of the Bonn-based University of Applied Sciences for Finance & Management.

Deutsche Leasing is also a member of Sparkassen-Finanzgruppe's Scientific Research Foundation (Stiftung für die Wissenschaft), Bonn. This funds projects, events and publications in the fields of finance, banking and stock exchange studies, politics and the social sciences as well as digitalisation-related questions.

Moreover, Deutsche Leasing is a member of the German Sparkassenstiftung for International Cooperation, Bonn, Sparkassen-Finanzgruppe's institution devoted

to development issues which for over 30 years has pursued the worldwide goal of providing people in developing countries and emerging economies with access to financial services and thus the means of escaping poverty. The German Sparkassenstiftung is today one of Germany's largest private institutions active in the field of development issues. In 54 developing countries and emerging economies, this institution offers local populations the prospect of a better life.

These two foundations pursue non-profit objectives in line with the UN's 17 Sustainable Development Goals and carry out research into issues such as sustainability.



Go to:

Report on risks and opportunities and forecast report

Report on opportunities

The rapidly changing environment means that the Deutsche Leasing Group needs to identify opportunities at the earliest possible moment, evaluate them and take suitable action so that these opportunities can be transformed into commercial success.

Within the scope of its annual strategy and planning process, organic growth opportunities are systematically identified on the basis of a comprehensive analysis of the market environment. As well as market potential, customer requirements and general and specific market and environment developments, the detailed analysis includes trends as well as competitors and regulatory requirements; at a general level, planning reflects the related impacts and resulting requirements. The goals and business activities defined in the company's business strategy on the basis of its Strategy 2030 and the measures thus determined in accordance with the company's risk strategy serve as the basis for the Deutsche Leasing Group's medium-term planning for the financial years 2023/24 to 2025/26. These strategies are reviewed and (if necessary) adjusted every year.

The Deutsche Leasing Group sees future growth opportunities in the following fields in particular:

INTRAGROUP BUSINESS WITH THE SAVINGS BANKS

In the financial year 2022/23, the Central Savings Bank Support unit successfully implemented its new distribution structure, with holistic support for the savings banks. In its exploitation of the market, Deutsche Leasing distinguishes between the high volumes of investment which corporate and company customers require and business and commercial customers' low-volume

investment needs. As well as addressing customers appropriately, this segmentation is also characterised by a flexible distribution structure and demand-based ongoing development of distribution roles. To ensure a high level of satisfaction on the part of Deutsche Leasing's customers, specific support concepts in accordance with their individual requirements have been introduced, together with digital solutions which provide new opportunities for their small-volume business. Rapid contract processing is underpinned by efficient processes and systems as well as modern technologies. With effect as of 1 October 2023, DAL transferred the healthcare and IT segments (with the exception of large-volume project business) to the Savings Banks and SMEs business segment, in order to benefit from the savings banks' network and Germany's small and medium-sized enterprises from the point of view of its distribution activities and to realise synergies. This will strengthen even further Deutsche Leasing's focus on the digital transformation of small and medium-sized companies in its Savings Banks and SMEs business segment.

SUSTAINABILITY

The financial sector is playing a key role in the green transformation of the economy: innovations require support, while there is a need for ongoing development and funding of technologies. Many sectors need to reposition themselves in order to safeguard their future viability, such as by reducing their carbon emissions. As an active transformation service provider in the area of sustainability, the Deutsche Leasing Group has a holistic view of the challenges which its customers face and intends to exploit the resulting market opportunities. It thereby connects the real economy with the financial sector, thus contributing – directly and indirectly – to a sustainable process of transformation. Its sector and asset competence provide the basis for its tailored support for customers in relation to their future investment projects. The Deutsche Leasing Group sees the long-term transformation of the



Go to:

economy as a continuous process. Investments in modern fixed assets provide various means of bringing down carbon emissions: state-of-the-art, resource-optimised production engineering, renewable energy and the contribution to a circular economy which is an intrinsic part of leasing as a financing model.

By giving consideration to social and environmental factors in its activities and its economic decision-making, sustainability reflects Deutsche Leasing's credo and is a core aspect of its business strategy. For the Deutsche Leasing Group, sustainability means being aware of its responsibility for the environment, society and the business sector at all times and consistently adapting its activities and business operations in line with current and future challenges. The Deutsche Leasing Group will thus remain competitive and ready to face the future – as a business and as an employer. The Deutsche Leasing Group is guided in its activities by the UN's 17 Sustainable Development Goals as well as the Paris Climate Agreement. It is also one of the signatories of the German Savings Banks' Commitment to Climate-Friendly and Sustainable Business Activities, which includes the goal of achieving climate-neutral status for its own business activities by no later than 2035. For the purpose of the strategic implementation and coordination of the related measures, the Deutsche Leasing Group has established a central sustainability management unit. Via its technical disciplines, business segments and investments, this unit has been integrated within the Group's organisational structure. Deutsche Leasing regularly reviews the progress made in terms of its sustainable transformation on the basis of strategic processes (subject to the close involvement of its Management Board) and establishes transparency by means of an annual ESG rating from providers recognised on the market.

FACTORING

With its range of services covering financing, loss protection and debt management, Deutsche Factoring Bank (DFB) is an indispensable component in small and medium-sized enterprises' financing mix which is continuing to gain in significance in the business and commercial customers segment. This offers growth potential for the savings banks and for the Deutsche Leasing Group, since leasing and factoring business complement one another as products. These synergies have a positive impact on the requirements of corporate and commercial customers and likewise on their structures and their risk management. The consolidation and expansion of its partnerships with the savings banks in the SME business segment as well as sales activities covering established major customers likewise represent areas of potential. Accordingly, DFB is assisting the savings banks' corporate customer relationship managers through factoring webinars, within the scope of a digital training concept. In addition, through its S-Compact product, DFB provides corporate financing solutions for savings banks' commercial and smaller corporate customers in particular.

INSURANCE

The Deutsche Leasing Group's insurance and insurance-related services offer it a significant volume of potential revenue (independent of interest rates) in Germany and other countries. Its range of insurance products is to be expanded through in-depth cooperation with the savings banks, banks and partners and its market entry into additional country units. As an additional asset service, integrated and matching insurance and protection products are to be offered as a growing share of Deutsche Leasing's asset finance business, covering all of its distribution channels and segments. Its broad product range will have a supportive effect here: all-risk cover for assets, asset protection and credit protection in the form of residual debt insurance or liquidity protection for vehicles requiring



Go to:

registration, to provide cover for a potential residual debt, as well as administrative and support activities. Continuous improvement in the level of penetration (rate of success in bringing customers on board) and participation (income per unit) in new and existing target markets represent further opportunities.

DIGITAL OFFERINGS

In the financial year 2023/24, Deutsche Leasing's digital offerings and solutions are to be further developed, on the basis of its customer focus. Deutsche Leasing's offering includes opening up online sales channels as well as developing web-based portals in line with customers' specific requirements. Deutsche Leasing will continue to pursue its project which aims to introduce a digital mobility portal for the savings banks' business and commercial customers and which can be independently used to configure vehicles and calculate leasing offerings. The go-live for Deutsche Leasing's mobility portal and its pilot phase with savings banks are due to take place in the financial year 2023/24. This mobility portal will subsequently be rolled out for the savings banks and will undergo in-depth integration and automation for the purpose of further scaling.

In addition, the development of a service portal for existing customers is to commence in the financial year 2023/24. The purchasing and financing portal for IT hardware, my.DAL, was expanded in the financial year 2022/23; this will be systematically further developed during the financial year 2023/24.

The digitalisation of products can be accelerated by means of standardisation and modularisation of product structures as well as uniform execution processes in the Group's business units. A company-wide roll-out of electronic signatures was launched in the financial year 2022/23. This is set to continue in the financial year 2023/24 and various countries are to be integrated.

Moreover, the Business Transformation Unit which was established in the financial year 2022/23 identifies potential areas of optimisation in relation to services provided for customers and partners and realises these improvements through digitalisation and automation of business processes (end-to-end). Besides improving customer satisfaction and enhancing customer profitability, optimisation of processes is another area of focus in a project which is currently being implemented for the Group-wide standardisation of Deutsche Leasing's CRM tool. In the financial year 2022/23, as a first step, OneCRM was taken live within Germany for this purpose.

As the digital innovation unit of the Deutsche Leasing Group, vent.io GmbH (vent.io) pursues the goal of expanding the digital expertise of the entire Deutsche Leasing Group. vent.io is testing and developing digital business models, products and services. Moreover, it is continuing to widen its network within the start-up scene, cooperating with start-ups and investing. It is also a development partner for the Deutsche Leasing Group in the fields of software engineering, data science, artificial intelligence and digital solutions implemented for customer and partner interfaces. Together with vent.io, in the financial year 2023/24 the development of a standard product is to be initiated, with full automation of the execution process.

INTERNATIONAL BUSINESS

Due to the German business sector's strong export focus and international presence, the Deutsche Leasing Group sees international business as a significant growth field. Here, it supports vendors in their international sales markets and assists German companies with their foreign investments. In concrete terms, Deutsche Leasing enters into partnerships with international vendors and assists German companies and their foreign subsidiaries with direct investments. Via Deutsche Leasing's ECA offering, it operates as a central ECA partner for the savings banks.



Go to:

Partnerships with Deutsche Leasing Insurance Services GmbH – in order to expand its range of insurance products – and with DAL – for the purpose of structured financing in the areas of specialist transactions and project business – provide additional business potential. The German business sector's global presence offers market opportunities for the Deutsche Leasing Group. Apart from Germany, it aims to access these opportunities through the 22 countries which make up its foreign network. Deutsche Leasing intends to leverage these opportunities together with the savings banks.

Risk report

Risk management supports the Management Board of the Deutsche Leasing Group in the implementation of its business and risk strategy, taking all relevant risk types and all of the Group's German and foreign companies into consideration.

Risk Controlling coordinates company-wide holistic risk management for all types of risk. This department has technical competence and responsibility for methods and models of risk measurement, control and aggregation, for calculating risk-relevant parameters, for internal risk control and for internal and external reporting.

This department also performs the risk controlling function prescribed in the Minimum Requirements for Risk Management (Mindestanforderungen an das Risikomanagement, MaRisk) published by BaFin. The head of the Risk Controlling department is responsible for the risk controlling function and reports to the Chief Risk Officer.

Risk reporting provides quarterly reporting on the development of risk-bearing capacity (RBC) and all risk categories classified as material. In addition, an ad hoc reporting procedure has been established for informa-

tion which is significant in terms of risk aspects. Action recommendations for risk control are also provided.

The risk & finance committee is the central advisory body for the overall Management Board for issues relating to integrated, holistic risk- and revenue-oriented management. In particular, the committee's core tasks include preparatory activities for the purpose of the Management Board's decision-making and implementation of these decisions in relation to management-related issues. The risk board provides additional assistance in relation to specific risk-related issues and collects information regarding the various risk types/categories.

Internal Audit regularly audits the Deutsche Leasing Group's risk management within the scope of its audit plan.

The goal of opportunities and risk management is to establish a balanced relationship between risk and opportunity/income at the level of the overall Group. Adequate risk-bearing capacity is established with regard to available capital for risk coverage and overall risks. Deutsche Leasing's risk-bearing capacity calculation serves as the basis for its risk control strategy.

Deutsche Leasing endeavours to continuously develop its risk measurement methods, so as to comply with the requirements for modern risk management as well as current regulatory trends. Apart from the realisation of the new risk map (integration of counterparty and country risks in partners' credit risk, currency risk merged with translation risk), in the financial year 2022/23 ongoing development activities included the recalibration of methods for German commercial customers; China in non-risk-related business in regard to partners' credit risk; and the inclusion in interest rate risk of open interest rate positions at the aggregate level and related diversification effects. In addition, on the basis of the first-time application of the commercial law requirement for calculating the general valuation adjustment according to the



Go to:

accounting standard IDW RS BFA 7 as of 30 September 2023, together with the risk costs, the general valuation adjustment reflects Deutsche Leasing's expected losses. The general valuation adjustment and risk costs must thus be taken into consideration as risk markdowns in relation to risk coverage capital (RCC). On the other hand, alongside the pro rata risk costs for a twelve-month period following the reporting date – which corresponds to the monitoring period for risk measurement – with effect as of 30 September 2023 the general valuation adjustment will now also be counted towards partners' credit risk, thus reducing the level of risk. In the financial year 2022/23, Deutsche Leasing continued to pursue its activities quantifying sustainability risks (ESG risks) in connection with the implementation of a climate stress test. Sustainability risks, as a cross-sectional risk, were included in Deutsche Leasing's standard risk reporting as of 30 September 2023.

RISK-BEARING CAPACITY

The risk coverage potential is determined on the basis of the net asset value less the expected future income tax burden and provides the starting point for the calculation of risk-bearing capacity (RBC). The risk coverage capital used is calculated by deducting from the risk coverage potential a buffer position and the anticipated excess obligation from pension risk and corresponds to the aggregate amount of the RBC limits allocated and thus the risk tolerance of the overall Management Board. Deutsche Leasing's risk-bearing capacity remained adequate in the financial year 2022/23. As of 30 September 2023, its risk-bearing capacity was 34 per cent. On the basis of Deutsche Leasing's business model, the "partners' credit risk" risk category continues to dominate the overall risk profile.

Limits apply for all relevant quantifiable risk categories within the framework of the risk-bearing capacity concept. Overall, the risk coverage capital remains sufficient so as to be able to cover further risks in future.

The risk types credit risk, market price risk, liquidity risk and the risk categories operational risk, equity investment risk, business risk and pension risk are measured on the basis of value-at-risk methods. The risks determined through a historical stress test and a serious hypothetical stress test were covered by the available risk coverage capital throughout the financial year 2022/23. Risk-bearing capacity was thus intact in all stress scenarios. The historical stress test is a macroeconomic stress test covering multiple risk types. This is based on the historical scenario of the situation in the financial year 2008/09 and complies with the requirement in the Minimum Requirements for Risk Management to reflect a serious economic downturn.

In the financial year 2022/23, risk-bearing capacity and capital requirements planning once again formed a component of Deutsche Leasing's planning process, which included a review of the VaR limits.

RISK INVENTORY

Within the scope of the regular risk inventory, all of the risks to which Deutsche Leasing is exposed were comprehensively documented, with the goal of determining the risk universe which is relevant for risk control purposes. Materiality analyses were performed for all of the risks identified, enabling clear categorisation as either material or non-material, depending on the risk category.

All quantifiable, material risks which may be usefully limited by means of the available risk coverage capital (RCC) are included in the RBC calculation.

The following risk map provides a holistic view of the risk types/categories identified for Deutsche Leasing for the financial year 2022/23, on the basis of the 2022 risk inventory. In the financial year 2022/23, new product processes were implemented which incorporated risk controlling. This did not point to any basis for an ad hoc review of the risk map prior to the standard inventory in 2023.

The Deutsche Leasing Group's risk map in the financial year 2022/23

Risks at Deutsche Leasing			
Risk types			
Credit risk	Market price risk	Liquidity risk	Additional risk categories
Partners' credit risk	Interest-rate risk	Funding-spread risk	Operational risk
Transfer risk	Exchange-rate risk	Insolvency risk	Business risk
Equity investment risk	Residual value risk – automotive		Pension risk
	Residual value risk – EQUIP & ITK		Strategic risk
			Reputation risk
			Service risk
			Liability risk
			Net present value risk
Risk concentrations			
Sustainability risk			
Model risk			

Risk category: ■ Material ■ Material, cannot be usefully limited through RCC ■ Non-material ■ Cross-sectional risk

Credit risk

Credit risk is the risk of non-fulfilment, or incomplete fulfilment, of agreed payments or services under contracts concluded, resulting in a loss for Deutsche Leasing. The risk type credit risk consisted of the following risk categories in the financial year 2022/23:

■ **Partners' credit risk:** Credit risk refers to the risk of losses which may arise due to deteriorations in credit standing (migration risk) or the default of partners (counterparty risk). Partners' credit risk includes the credit and default risks of counterparties for cash, commercial and derivative transactions (counterparty risk) and potential impairment of collateral for customers who have

already defaulted (risk arising from distressed assets). Sovereign risk (country risk, narrowly considered) is also considered to be an aspect of credit risk, since a country's economic and political development may directly influence both partners' credit standing and the fair value of collateral. No credit risk applies in relation to manufacturers and suppliers.

■ **Transfer risk:** Transfer risk is a form of country risk which applies for Deutsche Leasing whenever foreign partners which are willing and able to meet their payment obligations are not in a position to service the claims of Deutsche Leasing as agreed, on account of direct government intervention. This does not include cross-border claims within

the European Monetary Union, since the introduction of restrictions on the transfer of foreign exchange is not relevant within the EMU.

- **Equity investment risk:** Equity investment risk describes the risk of losses associated with investments held in companies under corporate law.

Market price risk

Market price risk refers to the general risk of unexpected losses due to a change in market parameters (interest rates, share prices, exchange rates, residual values and resulting variables). The risk type market price risk consisted of the following risk categories in the financial year 2022/23:

- **Interest-rate risk:** Interest rate risk refers to the risk of unanticipated losses resulting from an open interest rate position due to changes in the interest yield curve.
- **Exchange-rate risk:** Exchange rate risk refers to the risk of unanticipated losses due to exchange-rate fluctuations. These may result in an impairment of the foreign currency-denominated portion of the net asset values of Deutsche Leasing's foreign companies. Where open foreign-currency positions are also held, exchange-rate fluctuations may be accompanied by a reduction of equity capital.
- **Residual value risk:** Residual value risk describes the risk of unanticipated losses due to an inability to realise the expected residual value of a leasing asset upon expiry or early termination of the lease agreement, e.g. due to a change in the market price. A residual value risk will apply where the contractual claim against the lessee is not sufficient to cover the historical costs including the calculated margins. The residual value risk is measured for all contract types with open residual values and where the leasing asset can be assigned to one of the following categories: automotive (passenger cars/vans), EQUIP (construction and agricultural machinery etc.) and information and telecommunication technology (ITK, hardware and software). A distinction is thus made between the following

two risk categories: residual value risk automotive and residual value risk EQUIP & ITK.

Liquidity risk

Liquidity risk is the risk of Deutsche Leasing no longer being able to meet payment obligations as of the respective due date as well as a deterioration in the conditions for generation of liquidity. Deutsche Leasing understands liquidity risk to mean the insolvency risk and funding-spread risk categories. Insolvency risk is the risk of Deutsche Leasing no longer being able to fulfil its current and future payment obligations in full or no longer being able to do so in good time. Funding-spread risk is the risk of an unanticipated loss resulting from changes in Deutsche Leasing's own refinancing costs because new borrowing is only possible at refinancing levels which are significantly higher than expected. Increased funding spreads result from a deterioration in the credit rating of Deutsche Leasing or a general worsening of market conditions for borrowing.

Additional risk categories

The additional risk categories cover the risk of an unanticipated loss which cannot be allocated to the risk types credit risk, market price risk or liquidity risk. The additional risk categories comprise the following risk categories:

- **Operational risk:** Operational risk is the risk of losses due to the inadequacy or failure of internal procedures, people or systems as well as external events. This definition includes legal risk and validity risk.
- **Business risk:** Business risk describes the risk of business development yielding lower income or higher costs than envisaged and these deviations adversely affecting the net asset value trend. Business risk merely reflects areas of uncertainty not already covered by other risk categories, e.g. the uncertainty regarding contractually agreed income from leasing contracts due to partners' credit risk or the uncertainty relating to open, calculated residual values on account of the residual value risk.



Go to:

- **Pension risk:** Pension risk arises from Deutsche Leasing's obligations under pension commitments which may give rise to an increased burden for the company in the event that, on account of adverse market trends, the investment which is intended to cover these obligations is not sufficient in order to fulfil them.
- **Strategic risk:** Strategic risk refers to the risk of unanticipated losses resulting from poor management decisions in relation to the business-policy positioning of Deutsche Leasing.
- **Reputation risk:** Reputation risk refers to the risk of losses in the event that Deutsche Leasing's reputation suffers harm or deteriorates. Such losses may also result, directly or indirectly, from other risk categories which have materialised or may amplify these other risk categories.
- **Service risk:** Service risk describes Deutsche Leasing's loss exposure due to its provision of services which are offered in addition to (asset) financing. This risk applies for contract components (additional services) where Deutsche Leasing has undertaken to provide specific services at a predetermined price and is not able, where appropriate, to pass on higher costs than originally calculated to the customer.
- **Liability risk:** Liability risk is the risk of losses arising for Deutsche Leasing due to its status as the owner of leasing or hire-purchase assets.
- **Net present value risk:** The net asset value serves as risk coverage potential (RCP) within the scope of the RBC calculation. The risk-free interest yield curve will be applied for a present-value RCP calculation. However, due to the discounting method applied (= refinancing interest rate) the net asset value (as the RCP) does not depend on the current interest yield curve. Risks which arise from a fluctuation in the interest yield curve are therefore reflected in the net present value risk.

No new material risks were identified in the 2023 standard inventory for the financial year 2023/24. By comparison with the 2022 risk inventory, with effect

as of 1 October 2023 changes to the risk map only apply for partners' credit risk, which in future will include transfer risk.

RISK MANAGEMENT FOR RELEVANT RISKS

Over the course of the Covid-19 pandemic, Deutsche Leasing continuously and flexibly adjusted to evolving conditions. Accordingly, in the financial year 2022/23 its risk management system likewise responded appropriately to continuing geopolitical tensions, growing protectionist trends in some countries and regions, rising prices and a high level of uncertainty regarding the impact of monetary policy measures to keep inflation under control. As well as the implementation of scenario analyses, monitoring was expanded for selected sub-portfolios and direct contact with customers and vendors was stepped up.

Credit risk

On the balance-sheet date, the credit risk for the risk categories defined as material amounted to EUR 448 million.

For partners' credit risk, transfer risk and equity investment risk, in each case Deutsche Leasing calculates the value at risk (VaR) on the basis of a credit portfolio model in the 99.9 per cent quantile.

Credit risk is evaluated by means of risk classification methods, in particular the methods developed by Sparkassen Rating und Risikosysteme GmbH and RSU Rating Service Unit GmbH & Co. KG as well as internally developed scoring methods. These risk classification methods are validated annually and have proven themselves as a means of appropriately assessing and managing counterparty risks for partners of Deutsche Leasing. Deutsche Leasing's risk classification methods are subject to continuous development.

The credit worthiness structure of Deutsche Leasing's own-risk portfolio remained stable and at a positive level in the financial year 2022/23. The volume of



Go to:

distressed assets declined in the financial year 2022/23. At all times, Deutsche Leasing remained well below the 5 per cent limit for non-performing loans in the financial year 2022/23. As a financial services provider focusing on asset-backed financing, in evaluating credit risk Deutsche Leasing also takes into consideration the financed assets serving as collateral. It does so on the basis of conservative and market-oriented asset value trends. For the purpose of asset valuation, current market trends and historical experience relating to the resale of collateral are taken into consideration.

As of 30 September 2023, Deutsche Leasing's portfolio remains characterised by an adequate level of granularity and thus no specific risk concentration. Segment and country commitments are within the levels specified in the risk strategy, in order to limit concentrations.

Deutsche Leasing's credo continues to include helping to achieve solutions which are viable on a long-term basis in the event of a deterioration in the financial situation of individual lessees/hirers/borrowers. All discernible counterparty risks have been taken into consideration by means of appropriate provisions, and the overall financial position of lessees/hirers/borrowers is continuously monitored. Specific loan loss allowances have been established for bad debts. General valuation adjustments have been made for non-defaulted assets. According to the accounting standard IDW RS BFA 7, general valuation adjustments are determined on the basis of the risk parameters applied for the purpose of risk management (default and loss probabilities) over the residual term at the level of individual contracts. In addition, current macroeconomic developments are taken into consideration by means of point-in-time mark-up factors using statistical models. The relationship between the expected losses and the risk premiums included in the customer interest rate is established by means of the "inclusion model" for significant portions of the portfolio.

Market price risk

In line with the basic principle that financing activities provide for congruent, interest rate-optimised financing of customer business, Deutsche Leasing does not pursue any own-account trading of money and capital market products.

To a limited extent, interest rate risks are entered into in order to realise additional income resulting from market trends, within the scope of original financing requirements, and are managed by means of a stringent limit system.

With regard to exchange rate risks, end-customer transactions always have same-currency financing. Exchange rate risks from end-customer business therefore apply, at most, on a temporary basis prior to execution of financing/hedging transactions or due to margin components of customer receivables which are not secured through same-currency financing. The exchange rate risk primarily arises via potential exchange rate-related impairment of the net asset values of locations outside Germany.

The applicable rules for control of market price risks are based on the above-mentioned principles and consistently limit the scope of the risk position which is permissible for optimisation of financing costs through limits in line with the economic risk.

Interest rate risks are subject to operational control and monitoring on the basis of interest-rate gap analyses and sensitivities, subject to corresponding limitations. For calculation of the economic risk, value-at-risk calculations are performed for open interest-rate positions in the interest exposure book. These calculations are based on the variance/co-variance method and apply differentiating assumptions concerning the interest-rate trend.

Residual value risk is calculated for the automotive portfolio (passenger cars and vans) by means of a portfolio model, on the basis of the 99.9 per cent quantile.



Go to:

The loss potential in the EQUIP portfolio is determined by means of an expert assessment. The overall residual value risk for the above-mentioned risk categories amounted to EUR 36 million as of 30 September 2023.

The **automotive** business segment (passenger cars and vans) continues to utilise long-term normal market residual value assessments and transfers residual value risks to solvent third-party guarantors in some cases. In addition, a high level of diversification is ensured in the contract portfolio. Residual value assessments and diversification in terms of makes, models, drive technologies and resale channels have a significant impact on the level of success in reselling vehicles.

Ongoing monitoring of the leasing and second-hand car market, stringent use and optimisation of asset management instruments, the institutionalised integration of all of the relevant units and vehicle-specific resale analyses (vehicle type, drive type, manufacturer, model etc.) provide a professional basis for sound residual value management. The residual value assessment is regularly reviewed by means of external asset-based validation (incl. Schwacke GmbH and DAT). Highly positive car resale results were once again achieved in the financial year 2022/23. However, in the past financial year the supply shortage in the new car market due to production and supply chain bottlenecks (Covid-19, Russia-Ukraine war) already diminished. The price ceiling in the second-hand car market is therefore expected to have been reached.

With adequate valuation methods in its **machinery and equipment** business segment, Deutsche Leasing has solid foundations for control and management of the risk resulting from open residual values. Residual value quotations are exclusively handled by specialised employees in Deutsche Leasing's intensive care & asset management department.

In the **information and communication technology** business segment, Deutsche Leasing also offers its

customers contracts with open residual values. Specialist asset management teams implement the asset residual value assessments which are required for this purpose on the basis of conservative benchmarks. Due to regular resale activities, these units have the excellent level of market expertise which is required for valid residual value forecasts. This is reflected in continuous additional revenue in the asset resale segment over the past few years.

Liquidity risk

The business activities and the continuing growth of Deutsche Leasing are based on permanent availability of liquidity and financing through optimised interest rates. Deutsche Leasing adheres to the principle of financing its business at matching maturities, including in relation to liquidity maturities.

The guidelines applicable for liquidity control reflect this basic conservative orientation and limit the scope of the risk position which is permissible for optimisation of financing costs. In relation to insolvency risk, the limits defined for the liquidity risk refer to nominal minimum requirements for free liquidity as well as the ratio of free liquidity to the liquidity requirements resulting due to the funding matrix. In regard to the funding-spread risk, the limits are based on the economic risk resulting from liquidity mismatches and are broken down into nominal position and sensitivity limits at the operational level.

In concrete terms, as a reflection of insolvency risk, liquidity risk is controlled and monitored through liquidity planning which distinguishes between various planning periods and different scenarios. In addition, cumulative cash flows are compared with the available financing lines within the scope of liquidity control. The resulting (minimum) liquidity ratio was complied with at all times.

The ongoing geopolitical risks as a result of various wars, the major central banks' switchover to a restric-



Go to:

tive monetary policy and the related significantly higher market interest-rate level – in order to bring down high inflation levels – constituted a tough challenge for the financial markets. Accordingly, the financial year 2022/23 was shaped by an environment characterised by a high level of market price volatility. In these challenging market conditions, Deutsche Leasing's cooperation with savings banks, federal state banks and other credit institutions (including business development banks) remained stable from the point of view of financing. The scope of available financing lines thus continues to exceed EUR 4 billion at the end of the financial year.

Economic risk resulting from funding-spread risk is quantified on the basis of scenario analyses. This is implemented according to sensitivity calculations (liquidity basis point value concept) on the basis of which the potential present-value funding loss can be calculated according to higher future refinancing costs.

Operational risks

In principle, operational risks may result from all commercial activities and are thus inherent in the business activities of Deutsche Leasing. They mainly depend on the level of complexity of products and processes. Systematic risk management enables early identification of these risks and implementation of suitable control measures to avoid or limit them.

The risk management process encompasses regular risk identification and quantification in all departments of the company and an analysis of loss events actually arising. This assessment focuses, in particular, on (IT) infrastructure, processing errors, internal procedures and external factors.

Moreover, an annual risk analysis is conducted to prevent criminal acts which might jeopardise Deutsche Leasing's assets. This identifies, analyses and evaluates potential gateways for internal and external criminal activities. Deutsche Leasing focuses in particular

on the early identification of new types of fraud and on how to prevent them.

Deutsche Leasing has outsourced selected corporate functions to other companies in accordance with § 25b KWG. A regular risk analysis is performed in relation to outsourced activities. This assesses the nature, scope, complexity and risk content of outsourced activities and processes. Before a new outsourcing agreement is concluded and in the case of existing outsourcing arrangements, an (ad hoc) risk analysis is implemented over the term of the agreement (regularly and also intrayear for defined reasons). This risk analysis is used to determine whether outsourcing is material or immaterial from the point of view of risk and whether an original assessment is still appropriate following a change in the risk situation. The assessment method applied for this purpose includes risk-sensitive assessment criteria and distinguishes between the assessment of risks arising from the type of service in question and risks associated with the service provider.

The potential risks for Deutsche Leasing arising from current litigation are fully covered through provisions.

General comments

For the financial year 2023/24, the picture remains one of heightened economic risks and risks of setbacks. Apart from rising prices and uncertainty over the effects of monetary policy measures in order to keep inflation under control, this also reflects a market environment which remains volatile, ongoing geopolitical tensions and growing protectionist trends in some countries and regions. In this context, Deutsche Leasing is assessing the impact of these negative economic effects by means of scenario analyses. Deutsche Leasing currently considers this risk to be moderate, partly due to the diversification of its business in terms of different countries, products, distribution channels and customer segments. Moreover, the limit defined for credit risk in particular offers sufficient scope in order to cope adequately with a weak economic period.



Go to:

In summary, subject to unchanged conservative valuation benchmarks and on the strength of the additional measures which it has implemented to cover potential economic risks, the Deutsche Leasing Group has made appropriate provision for all discernible risks in its consolidated financial statements. Non-scheduled depreciation, provisions and valuation adjustments remain adequate on the basis of conservative assumptions. The Deutsche Leasing Group has also established significant hidden risk provisions due to advance expenses typical of the leasing business. These are documented, i.a., by means of the Group's net asset value which is calculated on the basis of the standard applied by the Federal Association of German Leasing Companies.

Overall, no special business model-related risks exceeding the normal level of risk and jeopardising going-concern status are discernible for Deutsche Leasing.

Forecast report for the Deutsche Leasing Group

The joint economic forecast (jointly produced by leading economic research institutes: DIW Berlin, ifo Institute, IfW Kiel, IWH and RWI; as of: September 2023) and the forecasts of the German Council of Economic Experts (SVR; as of November 2023) on potential macroeconomic developments are quoted below.

WORLD ECONOMY

According to the joint economic forecast, the global economy will achieve only a subdued rate of growth over the 2023/24 winter. This reflects factors including a moderate rate of industrial activity and high interest rates which are dampening the level of macroeconomic demand. In the area of monetary policy, it is thought that key interest rates have peaked and that the central banks will begin to lower them in 2024. This should have a positive impact on investment activity. Nonetheless, in the medium term the real interest-rate level is expected to be higher than it was before the pandemic. Inflation is expected to decline worldwide. As well as the recent key interest-rate hikes, this is attributable above all to the anticipated drop in prices in the energy sector. The advanced economies are expected to register an average rate of inflation of 4.7 per cent (SVR: 5.3 per cent) in 2023 and 2.6 per cent (SVR: 3.8 per cent) in 2024. The joint economic forecast predicts global GDP growth of 2.5 per cent (SVR: 2.7 per cent) in 2023 and 2.3 per cent (SVR: 2.2 per cent) in 2024.

EUROZONE

The forecasts envisage positive economic momentum in the Eurozone for the fourth quarter of 2023 and for 2024. On the one hand, this trend is based on the anticipated significant fall in consumer price inflation as



Go to:

well as positive impacts resulting from the foreign trade environment. The joint economic forecast assumes that, in the field of monetary policy, the ECB's key interest rates will remain virtually unchanged until mid-2024 before subsequently falling. Moreover, at the end of 2024 longer-term refinancing transactions which enabled banks to borrow cheap money, subject to certain criteria, are set to expire. The institutes predict a significant fall in inflation. However, core inflation is expected to decline only slowly, due to the price trend in the service sector which continues to clearly point upwards. For the Eurozone, the forecast is for an inflation level of 5.6 per cent (SVR: 5.6 per cent) in 2023 and of 2.6 per cent (SVR: 2.9 per cent) in 2024. For the year 2023 as a whole, gross domestic product growth of 0.5 per cent (SVR: 0.6 per cent) is anticipated. This is then set to rise in 2024, with an envisaged growth rate of 1.1 per cent (SVR: 1.1 per cent).

GERMANY

The projections point to a recession in Germany in 2023, with a fall of 0.4 per cent (SVR: 0.4 per cent) in the country's gross domestic product. Above all, this reflects industry's slow recovery and consumption which remains restrained. GDP growth is expected for 2024 on account of a recovery of foreign business and a revival of consumption due to rising net wages. A further decline in inflation is predicted, due to the drop in energy prices. For 2023, an inflation level of 6.1 per cent (SVR: 6.1 per cent) is forecast, while in the following year inflation is expected to fall significantly to 2.6 per cent (SVR: 2.6 per cent). It is thought that an economic recovery will materialise in 2024, with economic output picking up by 1.3 per cent (SVR: 0.7 per cent).

Despite the weak GDP trend, to date plant and equipment expenditures⁵ have remained robust. While the high financing costs have dampened the level of demand for investment goods, the public sector is expected to provide strong investment momentum

(above all through the EUR 100 billion of special funding allocated to Germany's armed forces). In addition, the normalisation of supply chains, together with a high backlog of orders, will have a positive impact on plant and equipment expenditures. Overall, an increase of 2.8 per cent (SVR: 3.1 per cent) is envisaged for 2023. For 2024, growth of 1.4 per cent (SVR: 1.7 per cent) is anticipated and also, above all, a return to the pre-pandemic level.

Deutsche Leasing will continue to be faced with a challenging environment in the coming financial year. Deutsche Leasing's planning anticipates the uncertainty in relation to the economic trend as far as possible, and the forecasts of leading economic research institutes have been consulted for this purpose: the world economy is expected to register only slight growth in 2024, due to weaker momentum from China and the USA, and it is anticipated that Europe's growth will decline somewhat. For Germany in particular, the institutes' forecasts point to weaker GDP growth rates on account of higher inflation rates and restrictive fiscal policy. Forecasts relating to plant and equipment expenditures are of particular significance for the (movables) leasing industry and they point to a positive growth outlook. This reflects supply bottlenecks which have now been overcome, well-filled order books, growing investments in the decarbonisation of the economy and higher levels of public investment. The planning also assumes a heightened level of inflation in 2023 and that inflation will approach the ECB's target range of 2 per cent towards the end of 2024. Initial interest-rate cuts are thus envisaged from mid-2024 onwards. The Deutsche Leasing Group continued to consider that its most significant planning risk related to the continuation of the Russia-Ukraine war and the resulting geopolitical and economic consequences. Its planning does not envisage any further escalation of the conflict.

While this economic uncertainty poses risks, there is also attractive market potential for Deutsche Leasing. Intragroup business with the savings banks continues

⁵ Plant and equipment expenditures are one component of Germany's national accounting. They essentially consist of movable assets such as new machinery, equipment and vehicles.



Go to:

to offer significant growth potential. Together with S-Gewerbekredit, this is to be leveraged above all through the momentum provided by transformation financing and the digital mobility portal in the Mobility business segment, together with the savings banks in fleet business. There is also growth potential in terms of the long-term megatrends for customers, above all in the area of sustainability. This relates to investments in renewable energy (e.g. wind and solar farms) as well as customers' decarbonisation targets (incl. expenditure on energy-saving plant replacements). Deutsche Leasing envisages a challenging competitive environment on account of rising costs due to inflation, increased default risks due to the higher interest-rate level and an economic slowdown. Accordingly, for the financial year 2023/24 the focus is on profitable new business growth, a stable risk situation and efficient cost management.

With these challenges and this potential in mind, while adhering to its conservative risk policy, Deutsche Leasing is continuing to pursue its long-term growth and income goals. It aims to achieve significant growth in its volume of new business which will outpace the trend for the overall economy and will be accompanied by a slight increase in its net asset value and a moderate rise in its equity as well as its provisions established in accordance with § 340g HGB. In addition, the fluctuation rate is expected to remain at the same level as in the year under review.

Thanks

A great debt of gratitude is owed to Deutsche Leasing's employees. Their high level of unity, team spirit and commitment and their outstanding performance – particularly during the cyber attack – have enabled a successful financial year 2022/23. We would also like to express our thanks to our customers and partners for our in-depth relationship which is founded upon mutual trust, both in normal times and in crisis periods. Deutsche Leasing would like to thank Sparkassen-Finanzgruppe for its continuously successful cooperation and partnership and for the trust which this reflects.



Go to:

Internal control system and risk management system in relation to the Group's financial reporting process

The objectives of the financial reporting-related internal control system (ICS) are compliance with the financial reporting rules and maintaining an orderly financial reporting system. Deutsche Leasing draws up its consolidated financial statements in accordance with the German Commercial Code and supplementary provisions of the German Accounting Ordinance for Banks, Financial Services Providers and Investment Firms (Verordnung über die Rechnungslegung der Kreditinstitute, Finanzdienstleistungsinstitute und Wertpapierinstitute, RechKredV).

The Management Board has overall responsibility for the Group's financial reporting process. All of the companies included in the consolidated financial statements are incorporated by means of a process defined in writing. The basis of consolidation is centrally organised. The principles and the structural and organisational procedures of the financial reporting-related ICS are defined in writing and are continuously refined. The Finance/IT/Organisation department is responsible for the accounting rules which must be complied with, the definition of account allocation rules, the methodology for accounting entries and the administration of the financial accounting system. The financial reporting process is documented in line with the principles of orderly accounting, in a manner which expert third parties are able to understand. The relevant records are kept in compliance with the retention periods stipulated by law.

The functions of the organisational units involved in the financial reporting process are clearly segregated. In the contract management systems, the leasing, hire-purchase and loan contracts etc. of contract units are recorded in subsidiary ledgers. The data are transferred from the subsidiary ledgers to the general ledger via automated interfaces.

The involvement of the Finance department in the new product process ensures that new products are duly incorporated in the financial reporting system.

Deutsche Leasing uses a standard financial accounting software package. The limited grant of access rights protects the financial reporting process against unauthorised access. In addition, the dual-control principle, standardised reconciliation routines and target and actual data comparisons ensure that errors are identified and corrected in good time. These measures also ensure that assets and liabilities are properly recognised, measured and presented. The company's financial reporting process is also incorporated in the Group's risk management system.

Internal Audit regularly conducts process-independent audits in order to verify the functionality of the financial reporting-related internal control system and the risk management system.

Deutsche Sparkassen Leasing AG & Co. KG

Basic information regarding Deutsche Sparkassen Leasing AG & Co. KG

DL KG is the parent company of the Deutsche Leasing Group. DL KG plays the key role in the business activities of the Deutsche Leasing Group which are outlined in the [Basic information](#) chapter.

In the year under review, it had one branch office in Berlin. This handled risk decision-making and processing of a portion of new and existing business. On 30 September 2023, this branch office had eleven (previous year: 13) employees.

Economic report

The overall economic and industry-specific environment presented in the [Economic report](#) chapter and business performance are largely consistent with those of DL KG.

Earnings position

DL KG's **net income for the year** amounted to EUR 53.0 million (previous year: EUR 52.0 million).

Leasing income resulting from leasing and hire-purchase business and from the sale of second-hand leasing assets increased by EUR 111 million to EUR 5,273 million (previous year: EUR 5,162 million). **Leasing expenses** which are associated with leasing income increased by EUR 97 million to EUR 2,919 million.

Depreciation on leasing assets decreased by EUR 48 million to EUR 2,007 million. In principle, scheduled depreciation on newly acquired leasing assets included in this amount in the period remains in line with the term of the underlying leasing contracts.

Net interest income declined from EUR –15 million to EUR –77 million, with a disproportionately strong increase in interest expenses.

On grounds of inflation in particular, **general administrative expenses** increased to EUR 277 million (previous year: EUR 245 million). This related to personnel expenses as well as other administrative expenses. In addition, the cyber attack accelerated the implementation of the new IT structure and thus put pressure on administrative costs in the financial year 2022/23.

Equity increased to EUR 710 million in the financial year 2022/23 (EUR +13 million). Deutsche Leasing thus pursued its strategic path of strengthening its equity.

Financial position

The financial position outlined in the [Economic situation](#) section is largely consistent with the financial position of DL KG.



Go to:

Net asset situation

The **total assets** of DL KG increased by EUR 358 million by comparison with the previous year and amount to EUR 13.7 billion. The net asset situation remains mainly shaped by leasing assets as well as receivables from customers. Leasing assets, measured at initial values, amounted to EUR 14.1 billion and were thus at the same level as in the previous year (EUR 14.2 billion).

General statement by the Management Board on the economic situation

Deutsche Sparkassen Leasing AG & Co. KG reported a net income for the year of EUR 53.0 million (previous year: EUR 52.0 million). This income provides the basis for the proposal to distribute a dividend to the shareholders in the amount of EUR 40.0 million (previous year: EUR 40.0 million).

The net asset, financial and earnings situation of Deutsche Sparkassen Leasing AG & Co. KG remains in good order.

The economic situation outlined in the [› General statement by the Management Board on the economic situation](#) section of the Group management report is largely consistent with that of DL KG.

Financial and non-financial performance indicators

The performance indicators outlined in the [› Financial performance indicators](#) and [› Non-financial performance indicators](#) sections of the Group management report are largely consistent with the performance indicators of DL KG.

On the balance-sheet date, DL KG had a total of 1,234 (previous year: 1,163) employees. Its workforce increased less strongly than expected. This was due to labour market factors. Further information may be found in the [› Employees](#) subsection.

Report on risks and opportunities and forecast report

Report on risks and opportunities

Risks and opportunities and the processes for handling risks and opportunities at Deutsche Sparkassen Leasing AG & Co. KG are largely analogous to those applicable for the Deutsche Leasing Group. They are discussed in the [› Report on risks and opportunities and forecast](#) report chapter.

Forecast report

In general, DL KG is subject to the same factors as the Deutsche Leasing Group in relation to its envisaged business development. Please refer to the [› Report on risks and opportunities and forecast](#) chapter for further information and figures.

Bad Homburg v.d. Höhe, 12 December 2023

Deutsche Sparkassen Leasing AG & Co. KG
represented by its general partner

Deutsche Sparkassen Leasing
Verwaltungs-Aktiengesellschaft

Ostermann

Hansjürgens

Kardorf

Strehle

Weis



Go to:

Consolidated financial statements

53	Consolidated balance sheet
55	Consolidated profit and loss account
57	Notes to the consolidated financial statements
75	Statement of cash flows
76	Statement of changes in equity



Go to:

Consolidated balance sheet as of 30 September 2023

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

Assets

	As of 30/9/2023		As of 30/9/2022
	EUR	EUR	TEUR
1. Cash reserves			
a) Cash in hand	38,920.63		46
b) Central bank balances	172,006,881.93	172,045,802.56	261,005
2. Receivables from credit institutions			
a) Due daily	234,769,681.73		315,128
b) Other receivables	117,930,322.61	352,700,004.34	93,209
3. Receivables from customers		13,437,906,774.20	12,463,304
4. Equities and other non-fixed-interest securities		3,177,415.73	3,277
5. Investments of which: in credit institutions EUR 256,463,834.37 (previous year: TEUR 243,768)		290,810,487.99	274,144
6. Shares in affiliated companies		14,491,494.77	14,820
7. Leasing assets		9,603,178,772.80	9,537,087
8. Intangible assets			
a) Concessions, industrial property rights acquired for consideration and similar rights and assets and licences for such rights and assets	29,167,633.41		35,785
b) Goodwill	32,259,074.90		36,291
c) Advanced payments	13,890,917.81	75,317,626.12	8,518
9. Property, plant and equipment		102,542,156.52	103,821
10. Other assets		107,946,209.98	104,765
11. Prepayments		29,879,960.37	21,903
Total assets		24,189,996,705.38	23,273,105



Go to:

Continued

Consolidated balance sheet as of 30 September 2023

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

Equity and liabilities

	As of 30/9/2023		As of 30/9/2022
	EUR	EUR	TEUR
1. Liabilities owed to credit institutions			
a) Due daily	920,900,095.65		928,770
b) With agreed maturity or notice period	15,097,428,462.61	16,018,328,558.26	14,472,734
2. Liabilities owed to customers			
a) Other liabilities			
aa) Due daily	431,895,236.49		457,353
ab) With agreed maturity or notice period	562,539,904.97	994,435,141.46	605,495
3. Liabilities evidenced by certificates			
a) Issued bonds		1,682,937,547.74	1,527,246
4. Other liabilities		278,659,562.01	283,325
5. Deferred income		3,414,798,277.22	3,452,292
6. Provisions			
a) Provisions for pensions and similar obligations	66,239,035.34		56,382
b) Provisions for taxation	17,949,341.86		14,137
c) Other provisions	171,543,830.31	255,732,207.51	174,123
7. Subordinate liabilities		39,491,715.68	39,492
8. Fund for general banking risks		467,500,000.00	257,000
9. Equity			
a) Called-up capital			
Subscribed capital/ equity shares of limited partners	240,000,000.00		240,000
b) Reserves	540,188,730.11		555,855
c) Differences from currency translation	6,036,429.40		14,399
d) Non-controlling interests	166,932,346.09		161,241
e) Net profit for the year	84,956,189.90	1,038,113,695.50	33,263
Total equity and liabilities		24,189,996,705.38	23,273,105
1. Contingent liabilities			
Liabilities under suretyships and guarantee agreements		427,392,566.69	428,680
2. Other obligations			
Irrevocable loan commitments		786,605,691.07	594,371



Go to:

Consolidated profit and loss account for the period from 1 October 2022 to 30 September 2023

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

			2022/23	2021/22
	EUR	EUR	EUR	TEUR
1. Leasing income		7,508,500,744.94		7,575,135
2. Leasing expenses		-4,579,092,910.19	2,929,407,834.75	-4,658,416
3. Interest income from				
a) Credit and money market transactions		297,209,253.26		172,260
of which:				
negative interest income				
EUR 109,782.39 (previous year: TEUR 6,633)				
4. Interest expenses		-320,036,726.43	-22,827,473.17	-128,386
of which:				
negative interest expenses				
EUR 2,123,033.72 (previous year: TEUR 7,400)				
5. Current income from				
a) Investments		20,651,585.90		16,769
of which:				
result due to change in equity values				
EUR 13,345,463.55 (previous year: TEUR -2,930)				
b) Shares in affiliated companies		1,427,517.15	22,079,103.05	3,416
6. Income from profit and loss transfer agreements			2,320,191.85	445
7. Commission income		28,570,532.65		36,674
8. Commission expenses		-38,311,311.78	-9,740,779.13	-38,247
9. Other operating income			325,669,194.85	321,896
10. General administrative expenses				
a) Personnel expenses				
aa) Wages and salaries	-261,493,700.16			-238,960
ab) Social security contributions and expenses				
for retirement pensions and other benefits	-51,977,607.19	-313,471,307.35		-50,293
of which:				
for retirement pensions EUR 13,146,497.73				
(previous year: TEUR 14,277)				
b) Other administrative expenses		-175,623,817.00	-489,095,124.35	-162,173



Go to:

Continued

Consolidated profit and loss account for the period from 1 October 2022 to 30 September 2023

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

			2022/23	2021/22
	EUR	EUR	EUR	TEUR
11. Depreciation and valuation adjustments on				
a) Leasing assets		-2,333,225,759.22		-2,382,644
b) Intangible assets and property, plant and equipment		-22,709,778.17	-2,355,935,537.39	-27,774
12. Other operating expenses			-238,819,045.15	-269,947
13. Depreciation and valuation adjustments on receivables and specific securities and allocations to provisions for leasing and loan business of which:				
expenses for allocation to the fund for general banking risks pursuant to § 340g HGB EUR 210,500,000.00 (previous year: TEUR 0)			-47,347,219.53	-89,350
14. Depreciation and valuation adjustments on (previous year: income from write-ups on) investments, shares in affiliated companies and securities treated as non-current assets			5,025,204.81	-7,876
15. Expenses from profit and loss transfer agreements			-59,564.11	-55
16. Profit on ordinary activities			120,676,786.48	72,473
17. Taxes on income and profit			-21,002,154.04	-26,803
18. Other taxes, not included under Item 12			-1,936,933.01	-2,395
19. Net income for the year			97,737,699.43	43,275
20. Non-controlling interests in profit			-12,831,836.55	-10,314
21. Non-controlling interests in loss			50,327.02	302
22. Net profit for the year			84,956,189.90	33,263



Go to:

Notes to the consolidated financial statements for the financial year 2022/23

Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

General disclosures

As a financial services provider, Deutsche Sparkassen Leasing AG & Co. KG (registration court: Bad Homburg v. d. Höhe, commercial register no.: HRA 3330) has prepared its consolidated financial statements for the financial year ending 30 September 2023 in accordance with commercial law provisions (§§ 290 ff. HGB), the supplementary provisions for banks, financial services providers and investment firms (§§ 340 ff. HGB) as well as the provisions of the German Accounting Ordinance for Banks and Financial Services Providers (Verordnung über die Rechnungslegung der Kreditinstitute und Finanzdienstleistungsinstitute, RechKredV). The company makes use of RechKredV forms 1 (balance sheet) and 3 (vertical-format profit and loss account).

Due to the parent company's legal form, equity is presented in deviation from the requirements stipulated in the RechKredV forms. The components of the company's reserves are not disclosed separately.

Where disclosures may be provided either in the consolidated balance sheet or in the notes to the consolidated financial statements, as a rule they are provided in the notes to the consolidated financial statements.

Group of consolidated companies

As well as Deutsche Sparkassen Leasing AG & Co. KG, a total of 78 subsidiaries have been incorporated in the consolidated financial statements. By comparison with the previous year, two subsidiaries were deconsolidated. This has not had any adverse impact on comparability with the previous year.

A total of 13 associated companies have been valued using the equity method.

The subsidiaries, joint ventures and associated companies which are of minor significance for an assessment of the net asset, financial and earnings position – even collectively – have not been consolidated and have not been valued according to the equity method.



Go to:

The parent company has the following key investments:

Name of the company	Registered office of the company	Equity share in per cent
Germany		
Deutsche Leasing AG	Bad Homburg v. d. Höhe	100.0
Deutsche Leasing Finance GmbH	Bad Homburg v. d. Höhe	100.0
DAL Deutsche Anlagen-Leasing GmbH & Co. KG	Mainz	99.8
AutoExpo Deutsche Auto-Markt GmbH	Fernwald	100.0
Bad Homburger Inkasso GmbH	Bad Vilbel	47.4
BHS Bad Homburger Servicegesellschaft mbH	Bad Vilbel	100.0
Deutsche Leasing Global GmbH	Bad Homburg v. d. Höhe	100.0
S-Kreditpartner GmbH	Berlin	33.3
Deutsche Factoring Bank GmbH & Co. KG	Bremen	53.0



Go to:

Name of the company	Registered office of the company	Equity share in per cent
Other countries		
Deutsche Leasing Austria GmbH	Vienna	100.0
Deutsche Leasing Benelux N.V.	Antwerp (Berchem)	100.0
Deutsche Leasing Bulgaria EAD	Sofia	100.0
Deutsche Leasing Canada (Del.), Inc.	Wilmington	100.0
Deutsche Leasing Canada, Corp.	Halifax	100.0
Deutsche Leasing (China) Co., Ltd.	Shanghai	100.0
Deutsche Leasing ČR, spol. s r.o.	Prague	100.0
Deutsche Leasing France Operating S.A.S.	Rueil-Malmaison	100.0
Deutsche Leasing France S.A.S.	Rueil-Malmaison	100.0
Deutsche Leasing Funding B.V.	Amsterdam	100.0
Deutsche Leasing Hungária Zrt.	Budapest	100.0
Deutsche Leasing Hungária Kft.	Budapest	100.0
Deutsche Leasing Ibérica, E.F.C., S.A.	Barcelona	100.0
DL Ibérica EquipRent, S.A.	Barcelona	100.0
Deutsche Leasing (Ireland) D.A.C.	Dublin	100.0
Deutsche Leasing Italia S.p.A.	Milan	100.0
Deutsche Leasing Operativo S.r.l.	Milan	100.0
Deutsche Leasing Nederland B.V.	Amsterdam	100.0
Deutsche Leasing North America, Inc.	Wilmington	100.0
Deutsche Leasing USA, Inc.	Wilmington	100.0
Deutsche Leasing Polska S.A.	Warsaw	100.0
Deutsche Leasing Romania IFN S.A.	Bucharest	100.0
Deutsche Leasing Romania Operational SRL	Bucharest	100.0
Deutsche Leasing Slovakia spol. s r.o.	Bratislava	100.0
Deutsche Leasing Sverige AB	Stockholm	100.0
Deutsche Leasing (UK) Ltd.	London	100.0
Deutsche Sparkassen Leasing do Brasil Banco Múltiplo S.A.	São Paulo	100.0
Locadora DL do Brasil Ltda.	São Paulo	100.0

Please refer to the appendix to the notes to the consolidated financial statements (§ 313 (2) HGB) for full disclosures concerning shareholdings.⁶

⁶ The appendices to the notes to the consolidated financial statements are not printed in the annual report. They may be viewed in the German Federal Gazette as disclosed.

Consolidation methods

For subsidiaries newly incorporated in the group of consolidated companies, capital consolidation is performed according to the revaluation method. The historical costs of the shares in subsidiaries are offset against their share of equity as of the date on which this company became a subsidiary.

The profits brought forward of consolidated subsidiaries are allocated to the reserves.

Loans, receivables and liabilities between consolidated companies are offset.

Trade receivables and other income realised between consolidated companies are offset against corresponding expenses.

Future receivables resulting from intragroup purchases of receivables – which are reported in the consolidated financial statements at their present value – are consolidated with the deferred income item from sales of receivables under leasing contracts. Any remaining amount is reported in the profit and loss account.

The value of the investments in associated companies reported using the equity method has been calculated by means of the book value method as of the date on which the company became an associated company; in subsequent years, this amount is recognised pursuant to § 312 (4) Clause 1 HGB.

Currency translation

Currency translation for foreign financial statements is based on the modified closing rate method. Assets and liabilities are translated at mean spot exchange rates on the balance-sheet date, expenses and income

at average annual rates and equity at historical rates. Differences resulting from currency translation are not recognised in income and are separately reported in equity.

Accounting policies

Currency translation for assets and liabilities is in accordance with the rules laid down in § 340h HGB and §§ 300 (2) in conjunction with 256a HGB.

Cash reserves and receivables from credit institutions are reported at nominal value.

In principle, receivables are reported at their historical costs. Claims under hire-purchase contracts and sales of receivables are reported at their present value. Discernible risks are taken into account by means of depreciation to the lower fair value. According to §§ 253 (5) in conjunction with 300 (2), 340i (2) HGB, write-ups are implemented where the grounds for depreciation are no longer applicable.

For default risks which are foreseeable but have not yet been specifically determined, Deutsche Sparkassen Leasing AG & Co. KG has for the first time made general valuation adjustments according to the accounting standard IDW RS BFA 7 for the receivables from credit institutions and receivables from customers items. Provisions have been made for irrevocable loan commitments not yet called upon and contingent liabilities.

The “inclusion method” is used for significant portions of the portfolio.

The model-based calculation of risk provisions for non-defaulted loan business is implemented according to an estimate of the default probabilities and loss ratios. This is based, on the one hand, on historical information. On the other, current economic trends



Go to:

and macroeconomic forecasts (e.g. gross domestic product and unemployment rates) are factored into the calculation model.

Equities and other non-fixed-interest securities, investments not measured using the equity method and shares in affiliated companies are reported at amortised historical costs. The value of the investments in associated companies reported using the equity method is calculated in accordance with § 312 HGB.

As a rule, scheduled depreciation on newly acquired leasing assets is in line with the term of the leasing contracts. In some cases, scheduled depreciation is recognised over the ordinary useful life of the asset.

As a rule, the straight-line depreciation method is used instead of the declining-balance depreciation method if this results in an increase in depreciation.

Intangible assets are reported at their historical costs less scheduled amortisation. Goodwill is subject to straight-line amortisation over the average residual terms of the existing portfolio of contracts, over a period of 15 years.

Property, plant and equipment is valued at historical costs less scheduled depreciation.

Leasing goods, intangible assets and property, plant and equipment are subject to non-scheduled depreciation in the case of permanent impairment. Leasing goods are subject to non-scheduled depreciation in the case of possible risks associated with violations of leasing contracts.

In principle, other assets are reported at their historical costs. Where this includes assets resulting from terminated leasing contracts, these are valued at amortised historical costs.

Differences between the amount disbursed and the amount repaid are shown under accrued and deferred items and released as scheduled.

Liabilities are valued at their settlement amounts.

Deferred income mainly consists of the purchase prices resulting from the sale of leasing receivables. Where these result from the sale of non-straight-line leasing instalments they are reversed in proportion to the capital, and otherwise on a straight-line basis. In the case of non-monthly leasing instalments, deferred income includes income to guarantee realisation of revenues in accordance with the performance period.

Provisions for pensions are valued using the projected unit credit method and their reported amounts are based on actuarial calculations. The provision amounts have been calculated in accordance with §§ 253 (2) in conjunction with 298, 300 (2) HGB and in conjunction with the German Provisions Discounting Ordinance (Rückstellungsabzinsungsverordnung, RückAbzinsV), subject to the interest rate for accounting purposes fixed by the German Bundesbank and on the basis of an average market interest rate for the past ten financial years of 1.81 per cent and interest rates for accounting purposes of between 1.78 and 1.81 per cent which deviate only partly and only minimally, for a global term of 15 years. This calculation is based on the current Heubeck 2018 G guideline tables and an index-linked pension increase of 1.00, 2.00 or 2.30 per cent. An index-linked salary increase of 2.00 per cent has been assumed for a portion of the provisions for pensions. For calculation of the rate of fluctuation, fluctuation probabilities of 2.00 to 4.09 per cent have been applied.

Provisions for anniversary bonuses have been calculated according to the projected unit credit method, with a discounting rate of 1.66 per cent and an index-linked salary increase of 2.50 per cent. For calculation of the rate of fluctuation, a fluctuation probability of 3.63 per cent has been applied.



Go to:

Old-age part-time working obligations are calculated by means of a discounting rate of 0.90 per cent and an index-linked salary increase of 2.50 per cent.

Provisions for taxation and other provisions are reported in the value of the settlement amount which is deemed necessary according to a prudent commercial assessment.

Financial statements of foreign companies have been included on the basis of the uniform valuation methods for the consolidated financial statements, while considering peculiarities in individual countries and complying with the principle of materiality.

Within the scope of the loss-free valuation of interest-related business in the banking book, a progress review has been prepared for financial assets as well as interest-bearing deposit operations, including carefully assessed risk and administrative expenses. The surpluses expected to result from this have been identified. This has not given rise to a need to establish provisions for contingent losses.

In cases where liabilities (underlying transactions) are pooled (valuation units) to equalise opposite cash flows or changes in value resulting from similar risks entered into through financial instruments (hedging instruments), pursuant to § 254 HGB, the general valuation principles will not apply insofar as and for as long as opposite cash flows or changes in value equalise one another. For the effective portion, changes in the values of underlying transactions and hedging instruments are calculated according to the “net hedge presentation method” for interest and the “gross hedge presentation method” for currencies.

Deferred taxes are calculated for time differences between the commercial and tax balance-sheet valuations of assets, liabilities and accruals and deferrals, in principle encompassing includable tax loss carry-forwards. Timing differences resulting from the parent company’s balance-sheet items are included as well as

those applicable for subsidiary companies. Domestic and foreign consolidated subsidiaries which are not included in the tax group are also considered. Deferred taxes are calculated on the basis of the income tax rate for the respective member of the group of consolidated companies of between 9.00 per cent and 47.50 per cent. Deferred tax assets and liabilities are offset. Due to the overall assessment – including the deferred taxes from the annual financial statements of the consolidated companies – in the case of tax relief, balance-sheet reporting is waived in line with the capitalisation option. In the reporting year no deferred taxes are reportable in the consolidated financial statements of Deutsche Sparkassen Leasing AG & Co. KG, since this option has not been used.

Notes on the consolidated balance sheet

Please see the fixed-asset movement schedule for disclosures concerning equities and other non-fixed-interest securities, investments, shares in affiliated companies, leasing assets, intangible assets and property, plant and equipment.



Go to:

Fixed-asset movement schedule

	Historical costs				Write-ups
	1/10/2022	Additions	Disposals	Reclassifications	in financial year
	EUR	EUR	EUR	EUR	EUR
1. Equities and other non-fixed-interest securities	3,845,625.43	577,502.61	677,202.24	0.00	0.00
2. Investments	274,196,500.74	20,039,931.06	3,373,322.22	0.00	0.00
3. Shares in affiliated companies	22,631,927.33	234,999.50	8,029,773.68	0.00	0.00
4. Leasing assets					
Leasing goods	16,231,592,320.99	2,607,051,263.34	3,189,730,739.36	+ 534,520,705.83	1,996,433.09
Advanced payments	534,520,705.83	588,687,376.15	0.00	-534,520,705.83	0.00
		3,195,738,639.49	3,189,730,739.36	0.00	1,996,433.09
5. Intangible assets					
Industrial rights	166,473,627.74	2,167,129.40	777,150.33	+ 1,568,620.64	0.00
Goodwill	68,438,785.72	0.00	0.00	0.00	0.00
Advanced payments	8,517,618.06	6,941,920.39	0.00	-1,568,620.64	0.00
	243,430,031.52	9,109,049.79	777,150.33	0.00	0.00
6. Property, plant and equipment					
Buildings on leasehold properties	121,678,749.98	2,337.61	0.00	0.00	0.00
Fittings, tools and equipment	81,291,302.46	8,952,026.57	7,090,428.84	0.00	0.00
	202,970,052.44	8,954,364.18	7,090,428.84	0.00	0.00
	17,513,187,164.28	3,234,654,486.63	3,209,678,616.67	0.00	1,996,433.09



Go to:

Continued

Fixed-asset movement schedule

	Depreciation/amortisation			30/9/2023
	1/10/2022	Additions	Disposals	
	EUR	EUR	EUR	EUR
1. Equities and other non-fixed-interest securities	568,510.07	0.00	0.00	568,510.07
2. Investments	52,621.59	0.00	0.00	52,621.59
3. Shares in affiliated companies	7,811,514.34	0.00	7,465,855.96	345,658.38
4. Leasing assets				
Leasing goods	7,235,668,873.86	2,335,222,192.31*	2,399,952,478.93	7,170,938,587.24
Advanced payments	0.00	0.00	0.00	0.00
	7,235,668,873.86	2,335,222,192.31	2,399,952,478.93	7,170,938,587.24
5. Intangible assets				
Industrial rights	130,688,737.25	10,263,993.09	688,136.30	140,264,594.04
Goodwill	32,147,326.45	4,032,384.37	0.00	36,179,710.82
Advanced payments	0.00	0.00	0.00	0.00
	162,836,063.70	14,296,377.46	688,136.30	176,444,304.86
6. Property, plant and equipment				
Buildings on leasehold properties	35,774,751.45	3,455,472.43	0.00	39,230,223.88
Fittings, tools and equipment	63,374,246.51	4,957,928.28	5,270,567.41	63,061,607.38
	99,148,997.96	8,413,400.71	5,270,567.41	102,291,831.26
	7,506,086,581.52	2,357,931,970.48	2,413,377,038.60	7,450,641,513.40

* The gross write-ups and depreciation in the financial year are shown in the consolidated fixed-asset movement schedule for leasing goods. Accordingly, they cannot be reconciled with the consolidated profit and loss account.



Go to:

Continued

Fixed-asset movement schedule

	Book values	
	30/9/2023	30/9/2022
	EUR	EUR
1. Equities and other non-fixed-interest securities	3,177,415.73	3,277,115.36
2. Investments	290,810,487.99	274,143,879.15
3. Shares in affiliated companies	14,491,494.77	14,820,412.99
4. Leasing assets		
Leasing goods	9,014,491,396.65	9,002,566,716.60
Advanced payments	588,687,376.15	534,520,705.83
	9,603,178,772.80	9,537,087,422.43
5. Intangible assets		
Industrial rights	29,167,633.41	35,784,890.49
Goodwill	32,259,074.90	36,291,459.27
Advanced payments	13,890,917.81	8,517,618.06
	75,317,626.12	80,593,967.82
6. Property, plant and equipment		
Buildings on leasehold properties	82,450,863.71	85,903,998.53
Fittings, tools and equipment	20,091,292.81	17,917,055.95
	102,542,156.52	103,821,054.48
	10,089,517,953.93	10,013,743,852.23



Go to:

	30/9/2023	30/9/2022
	EUR	TEUR
Receivables from credit institutions	352,700,004.34	408,337
a) Due daily	234,769,681.73	315,128
b) Other receivables	117,930,322.61	93,209
ba) up to three months	59,016,253.88	13,689
bb) more than three months and up to one year	3,850,448.85	20,179
bc) more than one year and up to five years	3,208,707.38	7,486
bd) more than five years	51,854,912.50	51,855
Receivables from customers	13,437,906,774.20	12,463,304
a) up to three months	2,370,496,875.04	2,696,545
b) more than three months and up to one year	1,712,943,506.01	1,563,813
c) more than one year and up to five years	5,830,635,055.18	5,359,041
d) more than five years	2,743,344,379.37	2,580,381
e) with an indefinite term	780,486,958.60	263,524
	30/9/2023	30/9/2022
	EUR	TEUR
Liabilities owed to credit institutions	16,018,328,558.26	15,401,504
a) Due daily	920,900,095.65	928,770
b) With agreed maturity or notice period	15,097,428,462.61	14,472,734
ba) up to three months	2,245,842,627.86	1,574,245
bb) more than three months and up to one year	2,459,920,723.05	2,793,285
bc) more than one year and up to five years	7,924,003,509.14	7,639,271
bd) more than five years	2,467,661,602.57	2,465,933
Liabilities owed to customers	994,435,141.46	1,062,848
a) Due daily	431,895,236.49	457,353
b) With agreed maturity or notice period	562,539,904.97	605,495
ba) up to three months	52,116,003.46	54,440
bb) more than three months and up to one year	110,414,837.07	139,860
bc) more than one year and up to five years	397,560,619.95	377,132
bd) more than five years	2,448,444.50	34,063
Liabilities evidenced by certificates	1,682,937,547.74	1,527,246
a) up to three months	616,315,711.89	613,582
b) more than three months and up to one year	23,430,506.70	85,727
c) more than one year and up to five years	1,043,191,329.15	0
d) more than five years	0.00	827,937



Go to:

Please see above for the disclosures concerning receivables from credit institutions and customers as well as the liabilities owed to credit institutions and customers and liabilities evidenced by certificates.

Receivables from credit institutions include sales of receivables to savings banks and credit institutions which have not yet been settled up. Receivables from shareholders amount to EUR 1.5 million (previous year: EUR 10.0 million). Receivables from affiliated companies amount to EUR 85.3 million (previous year: EUR 51.9 million). Of the total amount, EUR 62.6 million (previous year: EUR 72.2 million) relates to foreign-currency amounts.

Of the **receivables from customers**, EUR 9,241.6 million (previous year: EUR 9,370.5 million) relates to leasing, hire-purchase, rental and factoring business. Of this total figure, foreign-currency receivables amount to EUR 2,902.4 million (previous year: EUR 2,821.6 million). Receivables from shareholders amount to EUR 0.1 million (previous year: EUR 0.1 million). Receivables from affiliated companies amount to EUR 165.4 million (previous year: EUR 143.6 million).

Of the **investments**, investments in associated companies measured using the equity method amount to EUR 276.6 million (previous year: EUR 256.0 million).

Of the **property, plant and equipment**, EUR 53.8 million (previous year: EUR 56.3 million) relates to the main administrative headquarters of the Deutsche Leasing Group, which it uses for its own purposes, and EUR 20.1 million (previous year: EUR 17.9 million) to fittings, tools and equipment.

The **other assets** item includes tax receivables in the amount of EUR 67.1 million (previous year: EUR 57.0 million) and inventories in the amount of EUR 36.8 million (previous year: EUR 38.5 million). Of the total amount, EUR 21.5 million (previous year: EUR 23.9 million) relates to foreign-currency amounts.

Of the overall volume of assets, foreign-currency amounts total EUR 3,343.5 million (previous year: EUR 3,318.1 million).

Liabilities owed to credit institutions mainly relate to loans and time deposits and include foreign-currency items in the amount of EUR 1,838.2 million (previous year: EUR 1,879.9 million). In addition, liabilities owed to shareholders amount to EUR 823.3 million (previous year: EUR 771.9 million). Of the total amount, EUR 411.8 million (previous year: EUR 403.1 million) is secured by means of the transfer of title of leasing goods for security purposes. This is associated with the sale of claims resulting from residual values and leasing instalments. Of the overall amount, EUR 3,052.9 million (previous year: EUR 2,595.1 million) is secured by means of collateral provided or else by Deutsche Leasing's own assets within the scope of refinancing of lending.

Of the **liabilities owed to customers**, EUR 199.8 million (previous year: EUR 200.0 million) is secured by means of the transfer of title of leasing goods for security purposes. This is associated with the sale of claims resulting from leasing instalments. Of the overall volume of liabilities, foreign-currency liabilities amount to EUR 16.9 million (previous year: EUR 19.7 million). This item includes liabilities associated with vendors in the amount of EUR 39.0 million (previous year: EUR 29.9 million) which were reported under other liabilities in the previous year. The figure for the previous year has been adjusted for improved comparability.

Of the **liabilities evidenced by certificates**, EUR 1,407.9 million (previous year: EUR 1,301.3 million) is secured by means of the transfer of title of leasing goods for security purposes. This is associated with the sale of claims resulting from leasing instalments.

Of the **other liabilities**, liabilities owed to suppliers amount to EUR 258.2 million (previous year: EUR 268.8 million). In the previous year, this item included



Go to:

liabilities associated with vendors in the amount of EUR 29.9 million which in the current financial year have been reported under liabilities owed to customers. The figure for the previous year has been adjusted for improved comparability.

Provisions for pensions and similar obligations have been established for employees, managing directors and former Management Board members. The difference in accordance with § 253 (6) HGB amounts to EUR 3.2 million (previous year: EUR 5.1 million).

The **other provisions** mainly relate to outstanding payments for the personnel segment and provisions for anniversary bonuses and old-age part-time working and also for leasing business.

The **subordinate liabilities** relate to Deutsche Factoring Bank GmbH & Co. KG.

Of the total volume of liabilities, foreign-currency amounts total EUR 1,927.6 million (previous year: EUR 1,973.5 million).

Notes on contingent liabilities

As of the balance-sheet date, **contingent liabilities** amount to EUR 427.4 million (previous year: EUR 428.7 million) and **other obligations** to EUR 786.6 million (previous year: EUR 594.4 million).



Go to:

The parent company has issued letters of comfort and loan guarantees for the following foreign affiliated companies to their financing banks:

Name of the company	Registered office of the company
Deutsche Leasing Austria GmbH	Vienna
Deutsche Leasing Benelux N.V.	Antwerp (Berchem)
Deutsche Leasing Bulgaria EAD	Sofia
Deutsche Leasing (China) Co., Ltd.	Shanghai
Deutsche Leasing ČR, spol. s r.o.	Prague
Deutsche Leasing France Operating S.A.S.	Rueil-Malmaison
Deutsche Leasing France S.A.S.	Rueil-Malmaison
Deutsche Leasing Funding B.V.	Amsterdam
Deutsche Leasing Hungária Zrt.	Budapest
Deutsche Leasing Hungária Kft.	Budapest
Deutsche Leasing Ibérica, E.F.C., S.A.	Barcelona
DL Ibérica EquipRent, S.A.	Barcelona
Deutsche Leasing (Ireland) D.A.C.	Dublin
Deutsche Leasing Italia S.p.A.	Milan
Deutsche Leasing Operativo S.r.l.	Milan
Deutsche Leasing Nederland B.V.	Amsterdam
Deutsche Leasing Polska S.A.	Warsaw
Deutsche Leasing Romania IFN S.A.	Bucharest
Deutsche Leasing Romania Operational SRL	Bucharest
Deutsche Leasing Slovakia spol. s r.o.	Bratislava
Deutsche Leasing Sverige AB	Stockholm
Deutsche Leasing (UK) Ltd.	London
Deutsche Sparkassen Leasing do Brasil Banco Múltiplo S.A.	São Paulo
Locadora DL do Brasil Ltda.	São Paulo



Go to:

The parent company provides the following confirmation within the scope of the letters of comfort:

With the exception of a political risk scenario, Deutsche Sparkassen Leasing AG & Co. KG hereby undertakes to provide its subsidiary with funding so that it is able to fulfil its liabilities.

Through a loan guarantee-based commitment in relation to the financing banks, the political risk is regularly also assumed. This is particularly applicable in relation to the affiliated companies Deutsche Leasing (China) Co., Ltd., Shanghai, Deutsche Leasing ČR, spol. s r.o., Prague, Deutsche Sparkassen Leasing do Brasil Banco Múltiplo S.A., São Paulo, Locadora DL do Brasil Ltda., São Paulo, Deutsche Leasing Polska S.A., Warsaw, Deutsche Leasing Hungária Zrt., Budapest, Deutsche Leasing Hungária, Kft., Budapest, Deutsche Leasing Romania IFN S.A., Bucharest, and Deutsche Leasing Romania Operational SRL, Bucharest. In principle, Deutsche Sparkassen Leasing AG & Co. KG also assumes the political risk for its financing company Deutsche Leasing Funding B.V., Amsterdam, in relation to the financing banks, within the scope of a guarantee or a letter of comfort.

The parent company has also submitted letters of comfort to the following subsidiaries in connection with § 2a (1) of the German Banking Act (Kreditwesengesetz, KWG):

- Deutsche Leasing AG, Bad Homburg v.d. Höhe
- Deutsche Leasing Finance GmbH, Bad Homburg v.d. Höhe

The parent company provides the following confirmation within the scope of the letters of comfort for Deutsche Leasing AG:

As the overarching entity for the corporate group to which DLAG belongs, for the duration of use of the above exceptional arrangement, Deutsche Sparkassen Leasing AG & Co. KG hereby undertakes at all times

to provide Deutsche Leasing with financial resources such that it is unreservedly capable of meeting all of its current and future obligations.

The parent company provides the following confirmation within the scope of the letters of comfort for Deutsche Leasing Finance GmbH:

We hereby provide a binding declaration that Deutsche Sparkassen Leasing AG & Co. KG, as the overarching entity for the corporate group, will unreservedly assume responsibility for all current and future obligations entered into by its subsidiary for the duration of use of the above exceptional arrangement.

The parent company has submitted a letter of commitment within the scope of the entry of S-Kreditpartner GmbH, Berlin, into the institutional protection scheme established by Deutscher Sparkassen- und Giroverband e.V., Berlin. Deutsche Sparkassen Leasing AG & Co. KG thus provides Deutscher Sparkassen- und Giroverband e.V., Berlin, with an undertaking that, in the event of this company receiving assistance under this protection scheme, it will reimburse these expenses in accordance with its equity share.

In view of current forecasts, the parent company considers that the risk of recourse under these letters of comfort, guarantees and letters of commitment is highly improbable.

The **liabilities under suretyships and guarantee agreements** reported under contingent liabilities are mainly associated with investment loans granted by Deutsche Leasing Finance GmbH.

The **irrevocable loan commitments** included in the other obligations item are mainly associated with investment loans granted by Deutsche Leasing Finance GmbH as well as dealer purchase finance. Irrevocable loan commitments to an associated company amount to EUR 9.6 million (previous year: EUR 16.1 million).



Go to:

Notes on the consolidated profit and loss account

The disclosures concerning the classification of income by geographic market are based on the structure selected by the parent company for control and reporting purposes.

Leasing income comprises revenues from leasing instalments and hire-purchase contracts as well as revenues from the resale of leasing goods and was mainly realised in Germany. This item includes interest portions from hire-purchase contracts in the amount of EUR 259.2 million (previous year: EUR 229.5 million).

Leasing expenses comprise expenses resulting from the acquisition of hire-purchase assets and the disposal of leasing goods.

Of the **interest income**, EUR 259.8 million (previous year: EUR 138.8 million) relates to Germany and EUR 37.4 million (previous year: EUR 33.5 million) to other countries. Interest expenses for liabilities resulting from retirement pension commitments, in the amount of TEUR 27, have been offset against interest income on the plan assets, in the amount of TEUR 60, in accordance with § 246 (2) Clause 2 HGB and are allocable to Deutsche Factoring Bank GmbH & Co. KG.

The **interest expenses** include expenses in accordance with §§ 277 (5) in conjunction with 298, 300 (2) HGB in the amount of EUR 0.7 million (previous year: EUR 2.8 million). The interest expenses include an amount of EUR 3.5 million (previous year: EUR 2.9 million) in expenses for subordinated loans.

Of the **commission income**, EUR 27.5 million (previous year: EUR 35.6 million) relates to Germany and EUR 1.1 million (previous year: EUR 1.1 million) to other countries.

The **other operating income** mainly comprises services income. This item includes income not related to the period in the amount of EUR 14.1 million (previous year: EUR 5.7 million). Of the other operating income, EUR 270.7 million (previous year: EUR 265.5 million) relates to Germany and EUR 55.0 million (previous year: EUR 56.4 million) to other countries. Of the overall amount, currency translation income totals EUR 54.6 million (previous year: EUR 64.6 million).

Depreciation of leasing assets includes non-scheduled depreciation in the amount of EUR 19.1 million (previous year: EUR 16.4 million).

The **other operating expenses** mainly comprise services expenses. This item includes expenses not related to the period in the amount of EUR 0.5 million (previous year: EUR 1.7 million). Currency translation expenses total EUR 45.2 million (previous year: EUR 59.9 million).

Taxes on income and profit include tax expenses not related to the period in the amount of EUR 0.2 million (previous year: EUR 0.1 million).

Other disclosures

On the balance-sheet date, other financial obligations amounted to EUR 57.4 million (previous year: EUR 41.3 million) under service and lease agreements, mainly for branch offices. These lease agreements have a remaining term expiring in 2044 at the latest.

A second-hand car guarantee for a period of twelve months is provided for motor vehicles sold to end-consumers. On the balance-sheet date, this has resulted in contingent liabilities due to warranties. An insurance policy has been taken out to cover this risk.

On the balance-sheet date, order commitments under leasing and hire-purchase contracts amount to EUR 3,131.1 million (previous year: EUR 3,212.9 million).



Go to:

Derivatives (interest-rate swaps, currency swaps, interest-rate/currency swaps) are exclusively entered into for hedging of interest-rate/currency risks.

Deutsche Leasing deals with interest-rate risks, in particular, through the use of interest-rate swaps. Within the scope of its risk management system, as a rule fixed- and variable-interest cash flows are combined for the relevant currencies and jointly considered in interest-rate gap analyses. This enables a holistic assessment of all of the relevant cash flows resulting from lending business and deposit operations. The overhang of fixed cash flows which give rise to a risk position in the case of a change in the interest-rate level is indicated through interest-rate gap analyses which can be prepared at the level of the individual company and also at Group level. This risk position is continuously analysed by means of detailed maturity bands and is reduced by means of conventional loans and derivatives (macro hedge). In some cases, hedges (interest-rate swaps) are entered into as cover against interest-rate risks for specific underlying transactions (variable-interest loans), subject to identical conditions for the underlying transaction and the hedging transaction (micro hedge). Currency risks are reduced through the use of currency swaps in particular.

The effectiveness of the macro hedge ("interest exposure book management") is measured by comparing the interest-rate gap analysis with and without derivatives. The effectiveness of micro hedges is prospectively measured by means of a comparison of the relevant parameters for the underlying transactions and hedging instruments in both qualitative and quantitative terms. A documented, appropriate and functional risk management system is also used for these transactions.

As of 30 September 2023, the outstanding nominal value of the derivatives amounted to EUR 1,828.3 million (previous year: EUR 2,500.5 million). The total derivatives with negative fair values as of the balance-sheet date amount to EUR 5.3 million (previous year: EUR

13.8 million) and have been determined by means of the mark-to-market method. Due to the effectiveness of the macro hedge ("interest exposure book"), no provisions are established. The derivatives have a maximum remaining term of 7.5 years.

In the past financial year, the total fee for the auditor was TEUR 3,317 (previous year: TEUR 3,443). Of this amount, TEUR 1,905 (previous year: TEUR 2,214) related to the auditor's fee within the meaning of § 318 HGB. Of the total fee amount, TEUR 3,222 related to auditing services (previous year: TEUR 3,296). Of this amount, TEUR 1,810 (previous year: TEUR 2,067) comprised auditing services performed by the auditor within the meaning of § 318 HGB. Of the overall fee, TEUR 95 related to other assurance services (previous year: TEUR 147). Of this amount, TEUR 95 (previous year: TEUR 147) related to other assurance services performed by the auditor within the meaning of § 318 HGB.

Cash and cash equivalents in the statement of cash flows consist of the cash reserves balance-sheet item. The change in cash flow from current business activities is determined on the basis of the consolidated net income for the year; the reconciliation results from the consolidated profit and loss account.

On average, the company had 1,422 female and 1,451 male employees in the past financial year.

Total remuneration of the members of the Supervisory Board of the parent company amounted to EUR 0.3 million (previous year: EUR 0.3 million). An amount of EUR 0.2 million (previous year: EUR 0.2 million) was paid out in the form of pensions for former members of the Management Board of the parent company in the current financial year.



Go to:

The **Supervisory Board** of the parent company has the following members:

Alexander Wüerst

Chairman

Chief Executive Officer
Kreissparkasse Köln, Cologne

Marina Barth

Deputy Chairwoman

Deputy Executive Officer
Sparkasse Hannover, Hanover

Andreas Bartsch

Chief Executive Officer
Sparkasse Marburg-Biedenkopf, Marburg

Dr Joachim Bonn

Chief Executive Officer
Sparkasse Duisburg, Duisburg

Frank Brockmann (to July 2023)

Deputy Spokesman of the Board of Management
Hamburger Sparkasse AG, Hamburg

Bernd Fischer

Member of the Management Board
Sparkasse Schwaben-Bodensee, Memmingen

Michael Fröhlich

Chief Executive Officer
Sparkasse Bielefeld, Bielefeld

Stefan Hattenkofer (since October 2022)

Member of the Management Board
Stadtsparkasse München, Munich

Horst Herrmann

Chief Executive Officer
Kreissparkasse Saarlouis, Saarlouis

Günter Högner (to May 2023)

Chief Executive Officer
Nassauische Sparkasse, Wiesbaden

Michael Huber

Chief Executive Officer
Sparkasse Karlsruhe, Karlsruhe

Hans Jürgen Kulartz

Member of the Management Board
Landesbank Berlin AG, Berlin

Ulrich Lepsch

Chief Executive Officer
Sparkasse Spree-Neiße, Cottbus

Marcus Nähser (since June 2023)

Chief Executive Officer
Nassauische Sparkasse, Wiesbaden

Dr Olaf Oesterhelweg (since August 2023)

Member of the Management Board
Hamburger Sparkasse AG, Hamburg

Thomas Piehl

Chief Executive Officer
Sparkasse Holstein, Bad Oldesloe

Matthäus Reiser

Chief Executive Officer
Kreissparkasse Rottweil, Rottweil

Helmut Schleweis

President
Deutscher Sparkassen- und Giroverband e.V., Berlin

Volker Tainz

Business Analyst
*Deutsche Sparkassen Leasing AG & Co. KG,
Bad Homburg v. d. Höhe*

Anke Tiedge

Key Competence Management Officer
*Deutsche Sparkassen Leasing AG & Co. KG,
Bad Homburg v. d. Höhe*

Thomas Traue

Chief Executive Officer
Sparkasse Vorderpfalz, Ludwigshafen am Rhein



Go to:

The personally liable and managing shareholder of the parent company is Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe, with subscribed capital amounting to EUR 50,000.00.

The **Management Board** of the managing shareholder of the parent company consists of the following persons:

Kai Ostermann, Chief Executive Officer

Chairman of the Management Board of Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe

Georg Hansjürgens

Member of the Management Board of Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe

Sonja Kardorf

Member of the Management Board of Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe

Markus Strehle

Member of the Management Board of Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe

Rainer Weis

Member of the Management Board of Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft, Bad Homburg v. d. Höhe

The Management Board receives EUR 4.8 million (previous year: EUR 4.5 million) for the performance of its tasks.

Out of the net income for the year of EUR 53.0 million reported in the parent company's financial statements, the shareholders' meeting will be presented with the proposal to allocate an amount of EUR 13.0 million to the non-withdrawable reserves.

Please refer to the appendix to the notes to the consolidated financial statements for full **disclosures concerning shareholdings**.⁷

The consolidated financial statements will be filed electronically with the German Company Register.

Subsequent events

There were no reportable events in the period from 30 September 2023 up to the preparation of the consolidated financial statements.

Bad Homburg v. d. Höhe, 12 December 2023

Deutsche Sparkassen Leasing AG & Co. KG

represented by its general partner Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft


Ostermann


Hansjürgens


Kardorf


Strehle


Weis

⁷ The appendices to the notes to the consolidated financial statements are not printed in the annual report. They may be viewed in the German Federal Gazette as disclosed.



Go to:

Statement of cash flows*

Deutsche Sparkassen Leasing AG & Co. KG Group

	2022/23	2021/22
	TEUR	TEUR
1. Consolidated net income for the year	97,738	43,275
2. + Depreciation on leasing assets	2,335,222	2,389,288
3. – Write-ups on leasing assets	–1,996	–6,643
4. – Additions to leasing assets	–3,195,739	–3,036,322
5. + Residual book values of disposed leasing assets	796,421	860,429
6. + Increase in accrued leasing instalments	10,988	11,271
7. Depreciation on and changes to leasing assets	–55,104	218,023
8. – Increase in hire-purchase receivables	–395,900	–134,291
9. +/- Decrease/increase in receivables from credit institutions	55,637	–40,861
10. – Increase in receivables from customers (excl. hire-purchase)	–578,703	–655,463
11. +/- Increase/decrease in other assets	–27,396	1,348
12. + Amortisation of intangible assets and depreciation of property, plant and equipment	22,710	27,774
13. + Interest payments received	297,209	172,260
14. Change in hire-purchase and other assets	–626,443	–629,233
15. + Increase in liabilities owed to credit institutions	616,825	623,915
16. +/- Decrease/increase in liabilities owed to customers**	–68,413	53,519
17. + Increase in liabilities evidenced by certificates	155,692	256,500
18. – Decrease in deferred income from sales of receivables	–48,481	–297,545
19. +/- Interest income less interest expenses	22,828	–43,875
20. – Interest paid	–320,037	–128,386
21. Changes in refinancing leasing and hire-purchase	358,414	464,128
22. + Increase in provisions	11,090	54,314
23. +/- Increase/decrease in other liabilities and other items**	188,349	–35,075
24. + Income tax expenses less income	21,002	26,803
25. – Income tax payments	–21,824	–20,558
26. Change in other liabilities and other items	198,617	25,484
27. Cash inflow from current business activities	–26,778	121,677
28. + Cash inflow from the sale of intangible assets	89	48
29. – Payments for acquisition of intangible assets	–9,109	–8,950
30. + Cash inflow from the sale of property, plant and equipment	1,820	1,310
31. – Payments for acquisition of property, plant and equipment	–8,955	–3,511
32. Cash outflow from investing activities	–16,155	–11,103
33. – Cash outflow to the parent company's shareholders	–40,000	–28,000
34. – Cash outflow to other shareholders	–6,072	–5,547
35. Cash outflow from financing activities	–46,072	–33,547
Changes in cash and cash equivalents item nos. (27) + (32) + (35)	–89,005	77,027
Cash and cash equivalents at the beginning of the period	261,051	184,024
Cash and cash equivalents at the end of the period	172,046	261,051

* The structure of the statement of cash flows reflects the specific characteristics of the leasing sector.

** The prior-year amount has been restated due to the change to the corresponding prior-year figure in the consolidated balance sheet.



Go to:

Statement of changes in equity

Deutsche Sparkassen Leasing AG & Co. KG Group

	Equity of the parent company				
	Equity shares		Reserves according to shareholders' agreement	Reserves	
	Equity shares	Total		Other reserves	Total
	TEUR	TEUR	TEUR	TEUR	TEUR
As of 30/9/2021	240,000	240,000	395,061	94,723	489,784
Increase/decrease in equity shares					
Call on/deposit of capital contributions not called on to date					
Amounts credited to shareholder accounts for debt capital			-28,000		-28,000
Amounts contributed to/withdrawn from reserves			38,035	56,036	94,071
Currency translation					
Other changes					
Changes to group of consolidated companies					
Consolidated net income/loss for the year					
As of 30/9/2022	240,000	240,000	405,096	150,759	555,855

	Equity of the parent company				
	Equity shares		Reserves according to shareholders' agreement	Reserves	
	Equity shares	Total		Other reserves	Total
	TEUR	TEUR	TEUR	TEUR	TEUR
As of 30/9/2022	240,000	240,000	405,096	150,759	555,855
Increase/decrease in equity shares					
Call on/deposit of capital contributions not called on to date					
Amounts credited to shareholder accounts for debt capital			-40,000		-40,000
Amounts contributed to/withdrawn from reserves			11,994	12,340	24,334
Currency translation					
Other changes					
Changes to group of consolidated companies					
Consolidated net income/loss for the year					
As of 30/9/2023	240,000	240,000	377,090	163,099	540,189



Go to:

Continued

Statement of changes in equity

Deutsche Sparkassen Leasing AG & Co. KG Group

	Equity of the parent company		
	Change in equity from currency translation	Consolidated net income/loss for the year which is attributable to the parent company	Total
	TEUR	TEUR	TEUR
As of 30/9/2021	896	100,909	831,589
Increase/decrease in equity shares			
Call on/deposit of capital contributions not called on to date			
Amounts credited to shareholder accounts for debt capital			-28,000
Amounts contributed to/withdrawn from reserves		-100,909	-6,838
Currency translation	13,502		13,502
Other changes			
Changes to group of consolidated companies			
Consolidated net income/loss for the year		33,263	33,263
As of 30/9/2022	14,398	33,263	843,516

	Equity of the parent company		
	Change in equity from currency translation	Consolidated net income/loss for the year which is attributable to the parent company	Total
	TEUR	TEUR	TEUR
As of 30/9/2022	14,398	33,263	843,516
Increase/decrease in equity shares			
Call on/deposit of capital contributions not called on to date			
Amounts credited to shareholder accounts for debt capital			-40,000
Amounts contributed to/withdrawn from reserves		-33,263	-8,929
Currency translation	-8,362		-8,362
Other changes			
Changes to group of consolidated companies			
Consolidated net income/loss for the year		84,956	84,956
As of 30/9/2023	6,036	84,956	871,181



Go to:

Continued

Statement of changes in equity

Deutsche Sparkassen Leasing AG & Co. KG Group

	Non-controlling interests			Group equity
	Non-controlling interests before change in equity from currency translation and profit for the year	Profit/loss attributable to non-controlling interests	Total	Total
	TEUR	TEUR	TEUR	TEUR
As of 30/9/2021	146,954	9,999	156,953	988,542
Increase/decrease in equity shares				
Call on/deposit of capital contributions not called on to date				
Amounts credited to shareholder accounts for debt capital		-5,547	-5,547	-33,547
Amounts contributed to/withdrawn from reserves	4,275	-4,452	-177	-7,015
Currency translation				13,502
Other changes				
Changes to group of consolidated companies				
Consolidated net income/loss for the year		10,012	10,012	43,275
As of 30/9/2022	151,229	10,012	161,241	1,004,757

	Non-controlling interests			Group equity
	Non-controlling interests before change in equity from currency translation and profit for the year	Profit/loss attributable to non-controlling interests	Total	Total
	TEUR	TEUR	TEUR	TEUR
As of 30/9/2022	151,229	10,012	161,241	1,004,757
Increase/decrease in equity shares				
Call on/deposit of capital contributions not called on to date				
Amounts credited to shareholder accounts for debt capital		-6,072	-6,072	-46,072
Amounts contributed to/withdrawn from reserves	2,921	-3,940	-1,019	-9,948
Currency translation				-8,362
Other changes				
Changes to group of consolidated companies				
Consolidated net income/loss for the year		12,782	12,782	97,738
As of 30/9/2023	154,150	12,782	166,932	1,038,113

Reproduction of the independent auditor's report⁸

Deloitte GmbH Wirtschaftsprüfungsgesellschaft has issued the following unqualified auditor's report for the consolidated financial statements as of 30 September 2023 and the related combined management report:

Audit opinions

We have audited the financial statements of Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe – comprising the balance sheet as of 30 September 2023, the profit and loss account for the financial year from 1 October 2022 to 30 September 2023 and the notes to the financial statements, including the presentation of the accounting policies – and the consolidated financial statements of Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe, and its subsidiaries (the Group) – comprising the consolidated balance sheet as of 30 September 2023, the consolidated profit and loss account, the consolidated statement of changes in equity and the consolidated statement of cash flows for the financial year from 1 October 2022 to 30 September 2023 and the notes to the consolidated financial statements, including the presentation of the accounting policies. In addition, we have audited the management report of Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe, combined with the parent company's management report, for the financial year from 1 October 2022 to 30 September 2023.

In our opinion based on the findings of our audit,

- the attached financial statements comply in all material respects with the requirements of German commercial law and give a true and fair view of the company's net asset and financial position as of 30 September 2023 and of its earnings position for the financial year from 1 October 2022 to 30 September 2023, in compliance with the German principles of orderly accounting, and
- the attached consolidated financial statements comply in all material respects with the requirements of German commercial law and give a true and fair view of the Group's net asset and financial

position as of 30 September 2023, and of its earnings position for the financial year from 1 October 2022 to 30 September 2023, in compliance with the German principles of orderly accounting, and

- the attached combined management report as a whole presents an accurate view of the company's and the Group's position. In all material respects, this combined management report is consistent with the financial statements and consolidated financial statements, complies with the requirements of German law and suitably presents the risks and opportunities associated with future development.

Pursuant to § 322 (3) Clause 1 HGB, we state that our audit has not led to any reservations with regard to the orderliness of the financial statements and consolidated financial statements or the combined management report.

BASIS FOR THE AUDIT OPINIONS

We conducted our audit of the financial statements and consolidated financial statements and the combined management report in accordance with § 317 HGB and the generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (Institut der Wirtschaftsprüfer, IDW). Our responsibility according to these regulations and standards is described in further detail in the "Responsibility of the Auditor for the Audit of the Financial Statements and Consolidated Financial Statements and the Combined Management Report" section of our auditor's report. We are independent of the company and its subsidiaries in compliance with the provisions of German commercial law and professional law and have fulfilled our other German professional obligations in compliance with these requirements. We believe that the audit evidence

⁸ The reproduction of the auditor's report is printed in the annual report without the signatures and seal of Deloitte GmbH Wirtschaftsprüfungsgesellschaft.



Go to:

we have obtained is sufficient and appropriate to serve as a basis for our audit opinions regarding the financial statements and consolidated financial statements and the combined management report.

OTHER INFORMATION

The legal representatives or the Supervisory Board are responsible for the other information.

The other information comprises:

- the Supervisory Board's report,
- all other sections of the published annual report,
- but not the financial statements and consolidated financial statements, the reviewed disclosures in the combined management report or our related auditor's report.

The Supervisory Board is responsible for the report of the Supervisory Board. Apart from this, the legal representatives are responsible for the other information.

Our audit opinions regarding the financial statements and consolidated financial statements and the combined management report do not extend to this other information, and accordingly we provide neither an audit opinion nor any other form of audit conclusions in this regard.

As part of our audit, we have a responsibility to read this other information and to evaluate whether it:

- exhibits material discrepancies in relation to the financial statements and consolidated financial statements, the reviewed disclosures in the combined management report or the knowledge we have obtained during our audit, or
- otherwise seems significantly incorrect.

RESPONSIBILITY OF THE LEGAL REPRESENTATIVES AND THE SUPERVISORY BOARD FOR THE FINANCIAL STATEMENTS AND CONSOLIDATED FINANCIAL STATEMENTS AND THE COMBINED MANAGEMENT REPORT

The legal representatives are responsible for preparing the financial statements and consolidated financial statements, which in all material respects comply with the requirements of German commercial law, and for the financial statements and consolidated financial statements giving a true and fair view of the net asset, financial and earnings position of the company and the Group in compliance with the German principles of orderly accounting. Furthermore, the legal representatives are responsible for the internal controls that, in accordance with the German principles of orderly accounting, they deemed necessary to enable the preparation of financial statements and consolidated financial statements that are free from material misstatement, whether due to fraud (i.e. manipulation of the accounting and misappropriation of assets) or error.

When preparing the financial statements and consolidated financial statements, the legal representatives are responsible for assessing the company's and the Group's status as a going concern. In addition, they have a responsibility to disclose matters related to going concern status, if relevant. They are also responsible for accounting on the basis of the going concern principle, unless prevented by actual or legal circumstances.

Moreover, the legal representatives are responsible for preparing the combined management report, which as a whole provides an accurate view of the company's and the Group's position and is consistent with the financial statements and consolidated financial statements in all material respects, complies with the requirements of German law and suitably presents the risks and opportunities associated with future development. The legal representatives are also responsible for the arrangements and measures (systems) that



Go to:

they considered necessary to enable the preparation of a combined management report in compliance with the applicable requirements of German law and to allow sufficient, suitable evidence to be provided for the statements in the combined management report.

The Supervisory Board is responsible for monitoring the company's and the Group's accounting process for the preparation of the financial statements and consolidated financial statements and the combined management report.

RESPONSIBILITY OF THE AUDITOR FOR THE AUDIT OF THE FINANCIAL STATEMENTS AND CONSOLIDATED FINANCIAL STATEMENTS AND THE COMBINED MANAGEMENT REPORT

Our objective is to obtain reasonable assurance as to whether the financial statements and consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and whether the combined management report as a whole provides an accurate view of the company's and the Group's position and is in all material respects consistent with the financial statements and consolidated financial statements and with the findings of the audit, complies with the requirements of German law and suitably presents the risks and opportunities associated with future development, and to issue an auditor's report containing our audit opinions regarding the financial statements and consolidated financial statements and the combined management report.

Reasonable assurance is a high level of assurance but not a guarantee that an audit carried out in compliance with § 317 HGB and German generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (IDW) will always uncover a material misstatement. Misstatements can result from fraud or error and are deemed material if it could be reasonably expected that they would individually or together influence the

financial decisions made by users on the basis of these financial statements and consolidated financial statements as well as the combined management report.

We exercise due discretion during the audit and maintain a critical attitude. In addition,

- we identify and evaluate the risks of material misstatements, whether due to fraud or error, in the financial statements and consolidated financial statements and the combined management report, plan and implement audit procedures in response to these risks and obtain audit evidence that is sufficient and appropriate to serve as a basis for our audit opinions. The risk that material misstatements resulting from fraud are not uncovered is higher than the risk of material misstatements resulting from error not being uncovered, since fraud may entail collusion, falsifications, deliberate omissions, misleading depictions or the suspension of internal controls.
- we gain an understanding of the internal control system relevant for the audit of the financial statements and consolidated financial statements and of the arrangements and measures relevant for the audit of the combined management report in order to plan audit procedures that are appropriate given the circumstances, but not with the aim of providing an audit opinion regarding the effectiveness of these systems of the company or the Group.
- we evaluate the appropriateness of the accounting policies used by the legal representatives and the reasonableness of the estimated values presented by the legal representatives and the associated disclosures.
- we draw conclusions about the appropriateness of the going concern principle applied by the legal representatives and, on the basis of the audit evidence obtained, whether there is material uncertainty regarding events or circumstances that could cause significant doubt about the company's and the Group's ability to continue as a going concern. If we come to the conclusion that there is material



Go to:

uncertainty, we are obliged to call attention to the associated disclosures in the financial statements and consolidated financial statements and in the combined management report in our auditor's report or, if these disclosures are inappropriate, to modify our respective audit opinion. We draw our conclusions on the basis of the audit evidence obtained up to the date of our auditor's report. However, future events or circumstances may mean that the company or the Group is no longer a going concern.

- we evaluate the overall presentation, structure and content of the financial statements and consolidated financial statements, including the disclosures, and whether the financial statements and consolidated financial statements present the underlying transactions and events such that the financial statements and consolidated financial statements give a true and fair view of the net asset, financial and earnings position of the company or the Group in compliance with the German principles of orderly accounting.
- we obtain sufficient appropriate audit evidence for the accounting information of the company or its sub-divisions to provide a basis for our audit opinions regarding the financial statements and the combined management report. We are responsible for the direction, supervision and performance of the audit of the financial statements. We remain solely responsible for our opinions.
- we obtain sufficient appropriate audit evidence for the accounting information of the companies or business activities within the Group to provide audit opinions regarding the consolidated financial statements and the combined management report. We are responsible for the direction, supervision and performance of the audit of the consolidated financial statements. We remain solely responsible for our opinions.
- we evaluate the consistency of the combined management report with the financial statements and consolidated financial statements, its legality

and the view it gives of the position of the company and the Group.

- we conduct audit procedures regarding the forward-looking disclosures made by the legal representatives in the combined management report. On the basis of sufficient appropriate audit evidence, we examine the significant assumptions underlying the legal representatives' forward-looking disclosures in particular and evaluate the appropriateness of the derivation of the forward-looking disclosures from these assumptions. We do not provide a separate audit opinion regarding the forward-looking disclosures or the underlying assumptions. There is a considerable, unavoidable risk that future events will differ significantly from the forward-looking disclosures.

Topics for discussion with those responsible for monitoring include the planned scope and scheduling of the audit as well as significant audit findings, including any significant deficiencies in the internal control system that we find during our audit.

Frankfurt am Main, 13 December 2023

Deloitte GmbH
Wirtschaftsprüfungsgesellschaft

Dr. Marijan Nemet
Wirtschaftsprüfer
(German Public Auditor)

Dr. Sascha Schmitz
Wirtschaftsprüfer
(German Public Auditor)



Go to:

Shareholders

Deutsche Sparkassen Leasing AG & Co. KG

Association of savings banks

Rheinischer Sparkassen- und Giroverband	20.02 per cent
Sparkassenverband Baden-Württemberg	18.80 per cent
Sparkassenverband Bayern	12.54 per cent
Sparkassen- und Giroverband Hessen-Thüringen	10.67 per cent
Sparkassenverband Westfalen-Lippe	9.61 per cent
Sparkassenverband Niedersachsen	6.27 per cent
Ostdeutscher Sparkassenverband	5.70 per cent
Hanseatischer Sparkassen- und Giroverband	4.22 per cent
Landesbank Berlin AG	3.86 per cent
Sparkassen- und Giroverband Schleswig-Holstein	3.68 per cent
Sparkassenverband Rheinland-Pfalz	3.56 per cent
Sparkassenverband Saar	1.07 per cent



Go to:

Supervisory Board Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft

Alexander Wüerst, Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Frank Brockmann, Deputy Chairman (until 07/2023)	Deputy Executive Officer, Hamburger Sparkasse AG, Hamburg
Helmut Schleweis, Deputy Chairman (since 08/2023)	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Michael Fröhlich (since 08/2023)	Chief Executive Officer, Sparkasse Bielefeld, Bielefeld

Supervisory Board Deutsche Leasing AG

Alexander Wüerst, Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Frank Brockmann, Deputy Chairman (until 07/2023)	Deputy Executive Officer, Hamburger Sparkasse AG, Hamburg
Helmut Schleweis, Deputy Chairman (since 08/2023)	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Michael Fröhlich (since 08/2023)	Chief Executive Officer, Sparkasse Bielefeld, Bielefeld



Go to:

Supervisory Board Deutsche Sparkassen Leasing AG & Co. KG

Alexander Wüerst, Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Marina Barth, Deputy Chairwoman	Deputy Executive Officer, Sparkasse Hannover, Hanover
Andreas Bartsch	Chief Executive Officer, Sparkasse Marburg-Biedenkopf, Marburg
Dr Joachim Bonn	Chief Executive Officer, Sparkasse Duisburg, Duisburg
Frank Brockmann (until 07/2023)	Deputy Executive Officer, Hamburger Sparkasse AG, Hamburg
Bernd Fischer	Member of the Management Board, Sparkasse Schwaben-Bodensee, Memmingen
Michael Fröhlich	Chief Executive Officer, Sparkasse Bielefeld, Bielefeld
Stefan Hattenkofer (since 1/10/2022)	Member of the Management Board, Stadtparkasse München, Munich
Horst Herrmann	Chief Executive Officer, Kreissparkasse Saarlouis, Saarlouis
Günter Högner (until 05/2023)	Chief Executive Officer, Nassauische Sparkasse, Wiesbaden
Michael Huber	Chief Executive Officer, Sparkasse Karlsruhe, Karlsruhe
Hans Jürgen Kulartz	Member of the Management Board, Landesbank Berlin AG, Berlin
Ulrich Lepsch	Chief Executive Officer, Sparkasse Spree-Neiße, Cottbus
Marcus Nähser (since 06/2023)	Chief Executive Officer, Nassauische Sparkasse, Wiesbaden
Dr Olaf Oesterhelweg (since 08/2023)	Member of the Management Board, Hamburger Sparkasse AG, Hamburg
Thomas Piehl	Chief Executive Officer, Sparkasse Holstein, Bad Oldesloe
Matthäus Reiser	Chief Executive Officer, Kreissparkasse Rottweil, Rottweil
Helmut Schleweis	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Volker Tainz	Business Analyst, Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe
Anke Tiedge	Key Competence Management Officer, Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe
Thomas Traue	Chief Executive Officer, Sparkasse Vorderpfalz, Ludwigshafen am Rhein



Go to:

Management Board

Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft
(managing shareholder of Deutsche Sparkassen Leasing AG & Co. KG)
Deutsche Leasing AG

Kai Ostermann	Chief Executive Officer
Georg Hansjürgens	Management Board member
Sonja Kardorf	Management Board member
Markus Strehle	Management Board member
Rainer Weis	Management Board member

Members of the Management Team

Karsten Reinhard, Thomas Stahl, Meinolf Zörb, Thomas Wacker	International
Frank Hägele, Michael Orth	Mobility
Dieter Behrens	Savings Banks and SMEs

Directors of Market Units

Bo Liedtke, Cornelius Schneider	Insurance Services
Norbert Schmidt	Sales and Product Management
Frank Speckmann	Central Savings Bank Support

Directors of Divisions

Mirko Beigel	Accounting, Controlling, Taxation
Paulina Rymanowska-Lukosz	Business Transformation Unit
Dirk Spingler	Compliance & AML
Klaus-Günther Rasch	Intensive Care & Asset Management
Anika Christophe	International Risk Management
Axel Brinkmann	Group Audit
Christoph Khodja	Organisation/Information Technology
Otto Schmitz	Organisation/Information Technology International
Silke Niehaus	Human Resources
Michael Felde	Legal Department
Rainer Werger	Risk Management
Kristina Tonn	Risk Controlling
Jörn van Rossum	Treasury
Philipp Gränz	Corporate Development
Lothar Keckeis	Contract and Transaction Management



Go to:

Managing Directors of Subsidiaries/Investments⁹ Germany

Sonja Kardorf, Rainer Weis, Andreas Geue, Rainer Werger, Frank Speckmann, Michael Orth	Deutsche Leasing Finance GmbH
Bo Liedtke, Cornelius Schneider	Deutsche Leasing Insurance Services GmbH
Andreas Geue (Chairman), Tobias Bergmann, Kai Eberhard, Dr Peer Günzel	DAL Deutsche Anlagen-Leasing GmbH & Co. KG
Andreas Beckers, Holger Würk	DAL Real Estate Management GmbH
Michael Orth, Dennis Schmidt	AutoExpo Deutsche Auto-Markt GmbH
Thomas Wacker, Philipp Gränz	Deutsche Leasing Global GmbH
Nhut Ajat Hong, Sven Siering	vent.io GmbH
Christian Eymery (Spokesman), Susanne Gögel, Fedor Krüger	Deutsche Factoring Bank GmbH & Co. KG
Andreas Appel, Dr. Thomas Schneider	Bad Homburger Inkasso GmbH
Heinz-Günter Scheer, Jan Welsch	S-Kreditpartner GmbH



Go to:

Managing Directors of Subsidiaries¹⁰

Other countries

Ursula Leutl, Marko Markic	Deutsche Leasing Austria GmbH
Marc Andries	Deutsche Leasing Benelux N.V. Deutsche Leasing Nederland B.V.
Rosen Mishev, Neno Stanev	Deutsche Leasing Bulgaria EAD
Moritz von Gemmingen, Matheus Canhoto Gera	Deutsche Leasing Canada, Corp. Deutsche Leasing Canada (Del.), Inc.
Renato Di Chiara, Olive Xu, Tünde Saller	Deutsche Leasing (China) Co., Ltd.
Mikulas Pribyl, Lenka Glavinič Pivoňková	Deutsche Leasing ČR, spol. s r.o.
Eric Alessandrin, Richard Parcollet	Deutsche Leasing France S.A.S. Deutsche Leasing France Operating S.A.S.
Rüdiger Moll, Jörn van Rossum	Deutsche Leasing Funding B.V.
Kálmán Tekse	Deutsche Leasing Hungária Kft. Deutsche Leasing Hungária Zrt.
Raúl Sánchez	DL Ibérica EquipRent, S.A. Deutsche Leasing Ibérica, E.F.C., S.A.
Fabien Léon Leduc, Jari Poutiainen	Deutsche Leasing (Ireland) D.A.C.
Andrea Travaglino, Lorenzo Varisco	Deutsche Leasing Italia S.p.A. Deutsche Leasing Operativo S.r.l.
Krzysztof Brzeziński	Deutsche Leasing Polska S.A.
Laurentiu-Mihai Zaharia, Sorin-Emil Valeanu	Deutsche Leasing Romania IFN S.A. Deutsche Leasing Romania Operational SRL
Mikulas Pribyl, Lenka Glavinič Pivoňková	Deutsche Leasing Slovakia spol. s r. o.
Fabien Léon Leduc, Jari Poutiainen	Deutsche Leasing (UK) Ltd.
Moritz von Gemmingen, Matheus Canhoto Gera	Deutsche Leasing USA, Inc. Deutsche Leasing North America, Inc.
Marcelo Festucia, Daniel Coimbra	Deutsche Sparkassen Leasing do Brasil Banco Múltiplo S.A. Locadora DL do Brasil Ltda.



Go to:

Deutsche Leasing Group – The solution experts

Deutsche Sparkassen Leasing AG & Co. KG

Owners: around 340 savings banks, directly or through associated companies

Mobile Equipment/Real Estate Leasing

Deutsche Leasing AG ¹¹	100 per cent
DAL Deutsche Anlagen-Leasing GmbH & Co. KG	99.8 per cent

International Business

Deutsche Leasing Global GmbH ^{11,12} (Bad Homburg)	100 per cent
Deutsche Leasing Austria GmbH (Vienna)	100 per cent
Deutsche Leasing Benelux N.V. (Antwerp)	100 per cent
Deutsche Leasing Bulgaria EAD (Sofia)	100 per cent
Deutsche Leasing Canada, Corp. (Halifax)	100 per cent
Deutsche Leasing (China) Co., Ltd. (Shanghai)	100 per cent
Deutsche Leasing ČR, spol. s r.o. (Prague)	100 per cent
Deutsche Leasing Ibérica, E.F.C., S.A. DL Ibérica EquipRent, S.A. (Barcelona)	100 per cent
Deutsche Leasing France S.A.S. Deutsche Leasing France Operating S.A.S. (Paris)	100 per cent
Deutsche Leasing Funding B.V. (Amsterdam)	100 per cent
Deutsche Leasing Hungária Kft. Deutsche Leasing Hungária Zrt. (Budapest)	100 per cent
Deutsche Leasing (Ireland) D.A.C. (Dublin)	100 per cent

¹¹ profit and loss transfer agreement

¹² Deutsche Leasing Global GmbH is an intermediate holding company within the Deutsche Leasing Group and is included in the consolidated financial statements of Deutsche Sparkassen Leasing AG & Co. KG.



Go to:

International Business (Continued)

Deutsche Leasing Italia S.p.A. Deutsche Leasing Operativo S.r.l. (Milan)	100 per cent
Deutsche Leasing Nederland B.V. (Amsterdam)	100 per cent
Deutsche Leasing Polska S.A. (Warsaw)	100 per cent
Deutsche Leasing Romania IFN S.A. Deutsche Leasing Romania Operational SRL (Bucharest)	100 per cent
Deutsche Leasing Slovakia spol. s r.o. (Bratislava)	100 per cent
Deutsche Leasing (UK) Ltd. (London)	100 per cent
Deutsche Leasing USA, Inc. (Chicago)	100 per cent
Deutsche Sparkassen Leasing do Brasil Banco Múltiplo S.A. Locadora DL do Brasil Ltda. (São Paulo)	100 per cent

Banking

Deutsche Leasing Finance GmbH¹³	100 per cent
S-Kreditpartner GmbH	33.3 per cent
AKA Ausfuhrkredit-Gesellschaft mbH	2.4 per cent

Digital Ventures & Solutions

vent.io GmbH	100 per cent
---------------------	--------------

Factoring

Deutsche Factoring Bank GmbH & Co. KG	53 per cent
--	-------------

Debt Management

BHS Bad Homburger Servicegesellschaft mbH¹³	100 per cent
Bad Homburger Inkasso GmbH	47.4 per cent

Remarketing

AutoExpo Deutsche Auto-Markt GmbH¹³	100 per cent
---	--------------

Insurance

Deutsche Leasing Insurance Services GmbH¹³	100 per cent
--	--------------



Go to:

Imprint

Publisher	Deutsche Sparkassen Leasing AG & Co. KG Frölingstraße 15–31 61352 Bad Homburg v. d. Höhe Germany Telephone: +49 6172 88-00 Fax: +49 6172 21332 Email: service@deutsche-leasing.com www.deutsche-leasing.com
Project management, editor	Frances Prietzel, Deutsche Leasing Gruppe
Concept, design	markenzeichen GmbH www.markenzeichen.de
Translation	media lingua translations GmbH, Berlin www.medialingua.de
Picture credits	p. 4: © Heiko Rhode / Deutsche Leasing p. 10: © Kreissparkasse Köln

5622.DL.UE.0224.DL.PDF-1.0.GB

Notice: This document is a translation of a duly approved German-language document and is provided for informational purposes only. In the event of any discrepancy between the text of this translation and the text of the original German-language document, which this translation is intended to reflect, the text of the original German-language document shall prevail.