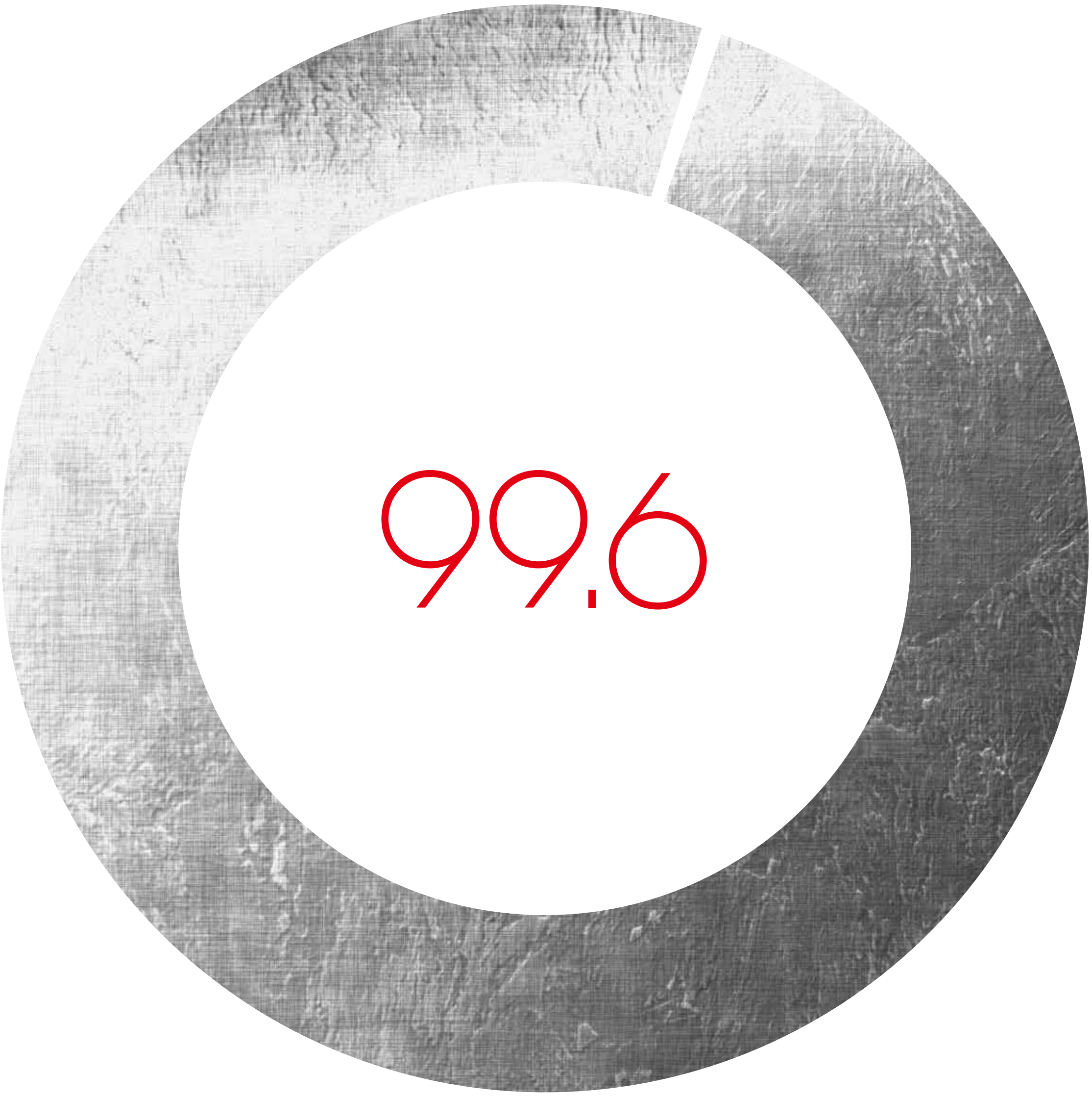
Deutsche Leasing



ANNUAL REPORT

2014
2015

Olympia Partner Deutschland

Finanzgruppe

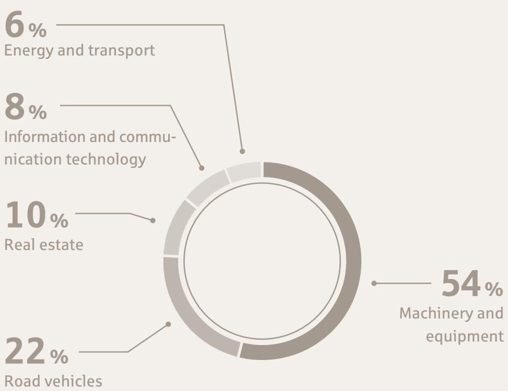
More in Sight

Overview of Deutsche Leasing

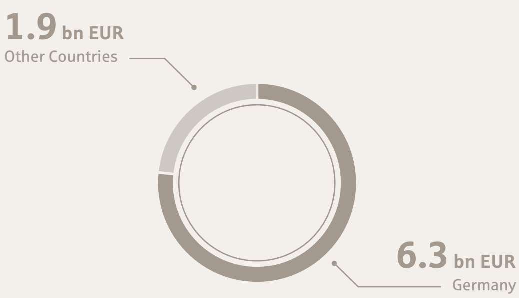
Figures in EUR million	2014/2015	2013/2014	2012/2013	2011/2012	2010/2011
New business					
Deutsche Leasing	6,871	6,767	6,580	6,031	6,893
DAL	1,347	1,085	1,175	1,170	1,016
Deutsche Leasing Group	**8,218**	**7,852**	**7,755**	**7,201**	**7,909**
Deutsche Leasing Group*	8,218	7,852	7,755	7,201	6,943
Assets under Management					
Deutsche Leasing	22,730	21,992	21,647	21,258	20,436
DAL	10,965	11,304	11,880	11,762	11,870
Deutsche Leasing Group	**33,695**	**33,296**	**33,527**	**33,020**	**32,306**
Balance sheet total	16,589	16,190	15,891	15,507	14,458
Net asset value	1,793	1,742	1,666	1,611	1,466
Equity	673	629	596	559	425
Economic result	137	128	139	143	131
Employees					
Deutsche Leasing	1,737	1,721	1,666	1,571	1,576
DAL	247	246	239	237	242
Participations	328	232	231	205	173

* including subsidiaries with the exception of S-Kreditpartner

New business of the Deutsche Leasing Group by business segment

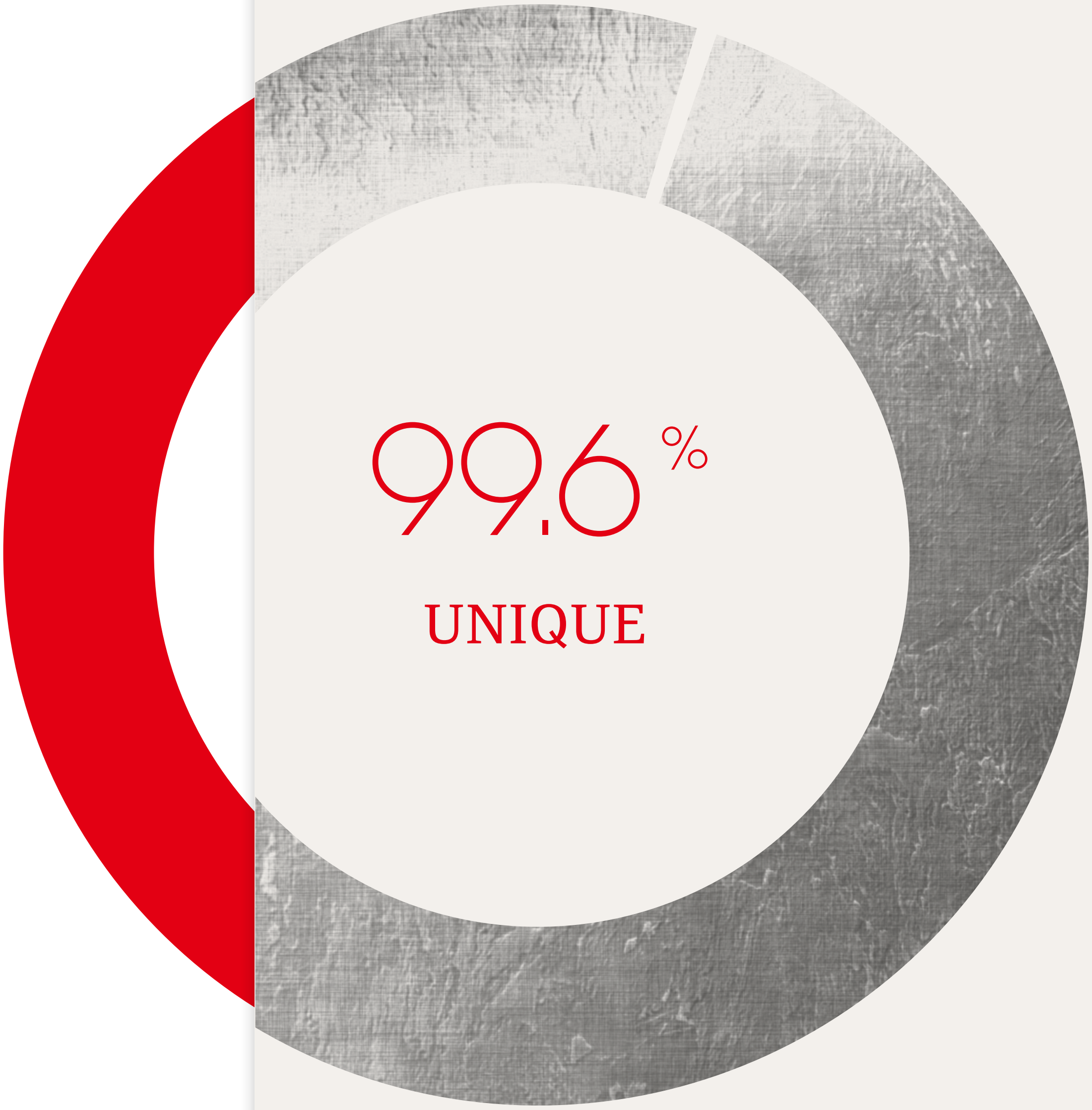


New business of the Deutsche Leasing Group Germany / Other Countries



99.6 %

PARTNER OF THE
GERMAN SME SECTOR



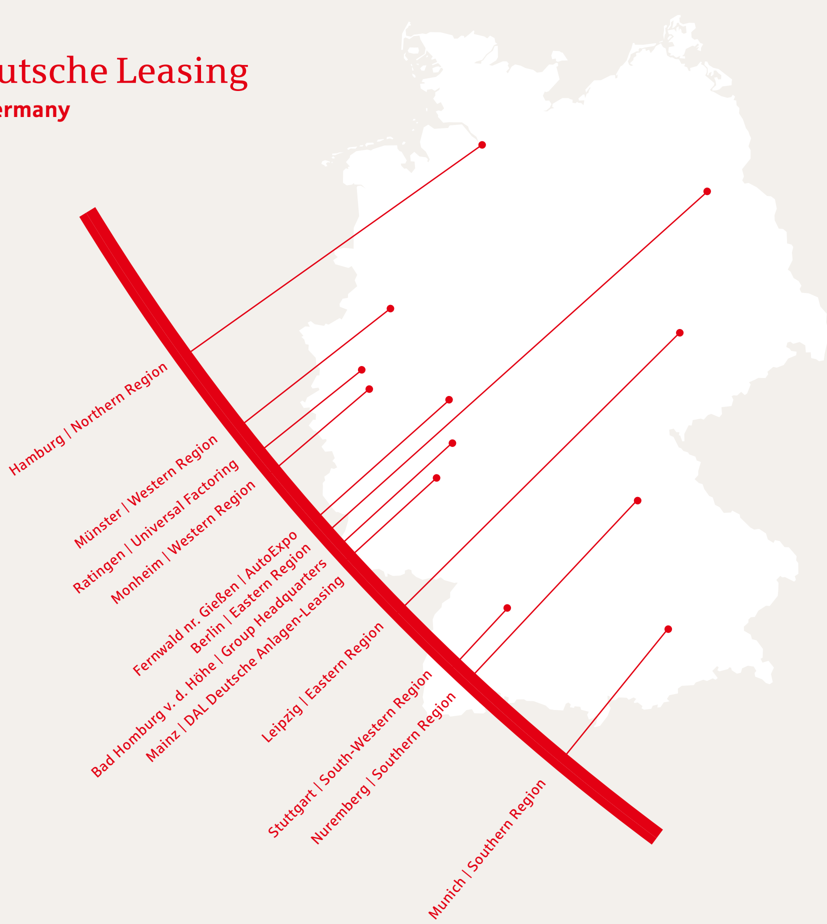
The SME sector is the backbone of the German economy – and is globally unique in terms of its capacity for innovation.

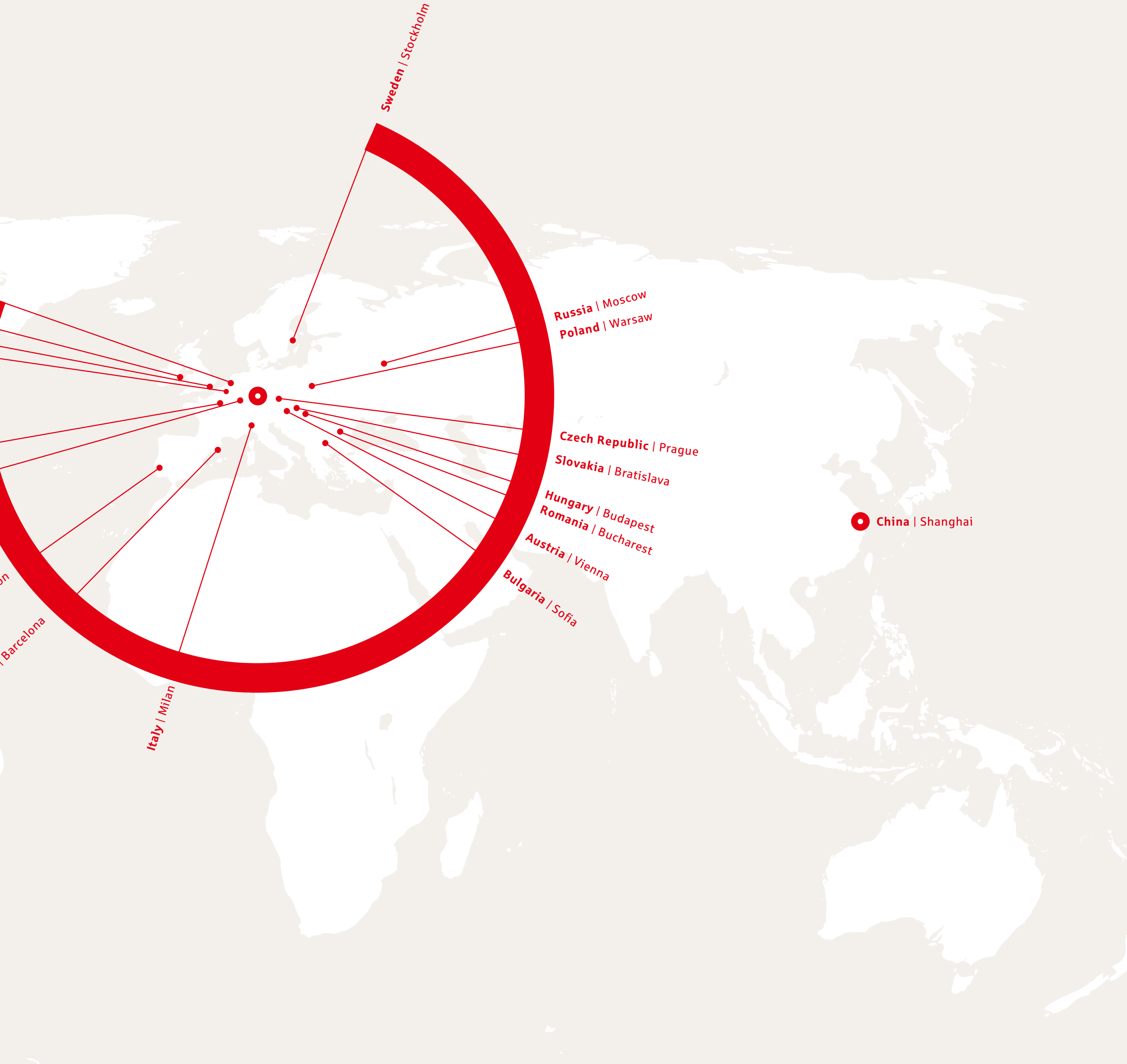
99.6 % of Germany's companies belong to the SME sector.

Deutsche Leasing
international

Rising to international challenges while optimising investment solutions – this is a task which we love to solve. We offer the benefits of our expertise and our leasing and other services directly, at a local level, in your own language or else in German or English. Our leasing concepts are tailored to your specific role as an exporter or investor and reflect the specific conditions in your country. You will find in us a partner who thinks and acts as globally as you do yourself.

Deutsche Leasing
in Germany





Business segment	2014/2015 New business	
	EUR million	Share in per cent
Machinery and equipment	4,426	54
Road vehicles	1,794	22
Information and communication technology	651	8
Real estate	801	10
Energy and transport	546	6

For further information on Deutsche Leasing's offices in Germany please visit
→ **www.deutsche-leasing.com**

100%

PARTNER FOR THE GERMAN ECONOMY

100% COMMITMENT

With a broad range of asset finance and asset service solutions, Deutsche Leasing is a partner for the entire German economy.

2014
2015

ANNUAL REPORT 2014/2015
DEUTSCHE LEASING

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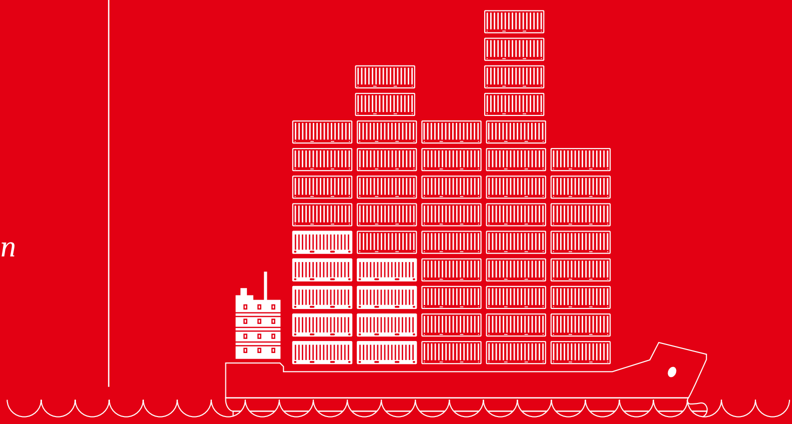
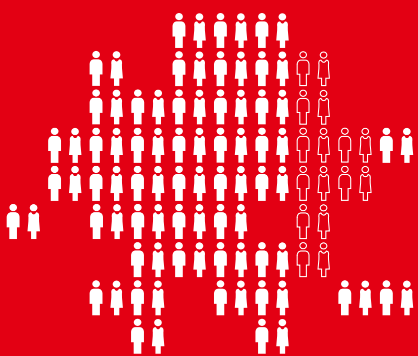
In 2013, with a volume of EUR 2.1 trillion the SME sector generated approx. 35.5 per cent of German companies' total turnover.



198.6 bn

The SME sector's export turnover amounted to approx. EUR 198.6 billion in 2013, or 18 per cent of the volume of export turnover for all German companies.



82.2 %

At the end of 2013, 82.2 per cent of all trainees had apprenticeship contracts with businesses with fewer than 500 employees liable for social security contributions.

55.5 %

In 2013, the German SME sector contributed around 55.5 per cent of German companies' total net value added.

Our company

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Alexander Wüerst
Chairman of the
Supervisory Board

Kai Ostermann
Chief Executive Officer

EXPERT DISCUSSION

WE SUPPORT THE SME SECTOR'S CAPACITY FOR INNOVATION.

Germany's SME sector is globally unique – and each medium-sized company has its own particular requirements. What does a financing partner need to provide in order to support the SME sector's long-term success? The chairman of the Supervisory Board of Deutsche Leasing, Alexander Wüerst, and its Chief Executive Officer, Kai Ostermann, discuss trends, obstacles and partnerships founded upon trust with business journalist Julia Kern.

Mr Wüerst, Mr Ostermann, the SME sector is frequently referred to as the engine or backbone of the German economy. What is so special about Germany's SME sector?

Ostermann: *That is best explained through a brief glance at the statistics: Medium-sized companies represent approx. 35 per cent of the total turnover generated by German companies, produce half of the total net value added, employ 60 per cent of the German workforce and provide 85 per cent of the country's apprenticeships. Quite a few of them are leaders on the world market. Medium-sized companies generally have deep roots in their regions and shoulder social responsibility for the local people. This means that decisions can be and often are made on the basis of long-term considerations, and not just according to short-term profitability arguments. The SME sector is not only the backbone or engine of the German economy – it is also a key factor in its ongoing development.*

"The entire Sparkassen-Finanzgruppe focuses on the specific requirements of medium-sized companies."

Alexander Wüerst
Chairman of the Supervisory Board

Wüerst: *This became especially clear during the crisis years beginning in 2008. Medium-sized companies proved to be robust and the German economy was spared a long-lasting recession, unlike other European countries. The SME sector is unique – France or Sweden, for instance, generally has either very small companies or large corporations. Despite the difficult conditions for the real economy, over the past few years the SME sector in Germany has achieved considerable success in terms of growth, employment and exports.*

What makes Deutsche Leasing so attractive for its SME customers?

Ostermann: *A key point is our clear focus on "medium-sized companies" as a target group – I'd like to emphasise that. Many of our customers are SMEs, and these long-standing partnerships have generated a deep understanding of their needs and requirements. This understanding has also provided the basis for our international network. SMEs require a partner who speaks their language in other countries, who recognises and points out challenges through a partnership on equal terms, has the right local contacts and provides answers and solutions for country-specific financing issues.*

Wüerst: *What is more, Deutsche Leasing is integrated within a strong finance group. The savings banks especially have a similar business policy and have business models which are attuned to the specific requirements of SMEs and the craft sector. We aim to maintain long-term relationships, both with our customers and our partners.*

In many cases, the savings banks have known their SME customers for many years and have deep links with their region and its businesses. Together with Deutsche Leasing, they are thus able to develop tailored solutions for specific investment requirements. We offer more individual, more rapid and more in-depth advice than an international banking group, which is unable to provide this personal factor to the same extent.

Ostermann: *Particularly during the financial markets crisis, we once again saw that financing for small and medium-sized businesses in Germany was assured even during this turbulent period thanks to the financial strength of Sparkassen-Finanzgruppe and its partners, unlike in many other European countries.*

"As an asset specialist, we are familiar not only with our customers' industries, but also with their investment assets."

Kai Ostermann
Chief Executive Officer

As a strong export-oriented country, it is natural for the German SME sector to play a role at an international level and to have established itself here. Which challenges do medium-sized business face in developing international markets?

Wüerst: *First of all, international business represents a major source of potential for medium-sized companies: "Made in Germany" continues to represent quality, the world over. The volume of world trade is continuing to grow – but to exploit this potential, companies must understand their target markets.*

Ostermann: *Another important point is the access to investment capital that these businesses need in order to establish themselves outside Germany. The development of a new service centre overseas requires investments which will depend on the financing requirements for the country in question. For instance, try getting a loan in the USA as a German company. That is impossible without a credit history unless you have a partner who is able to provide you with the necessary resources for your investment in the USA, through local financing solutions.*

Wüerst: *The savings banks and Deutsche Leasing closely cooperate on these and other issues. S-CountryDesk, the savings banks' global network, operates as a local advisor and intermediary for information, banking and business contacts. Deutsche Leasing is the global expert for the full range of financing solutions relating to investment goods and sales financing.*

Industry 4.0 is currently the hot topic which is also challenging the SME sector. How can you help here as a financial services provider?

Ostermann: *The digital transformation has already turned entire industries and business models upside down. It is also challenging the German SME sector, which has always had a strong capacity for innovation. Digitalisation will initiate a shift in thinking in terms of processes, structures and forms of work, but in some cases it will also necessitate large investments in machinery and plants and also in information technology. For instance, this is essential for developing interactive production processes and enabling networked working. These are key preconditions in order to remain competitive.*

Wüerst: *Cycles of innovation and thus also investment are getting ever shorter. If you miss out on important developments here, you will lose your market position. The SME sector has recognised this. It is a frequent topic of discussion in the manufacturing segment especially. Digitalisation offers enormous potential to respond faster, more efficiently and even more intensively to customers' specific requirements. To exploit these opportunities, for their investment projects these businesses require strong partners who anticipate these shorter investment cycles and provide reliable support for the SME sector amidst this process of upheaval.*

You spoke of the extensive investments which SMEs require in order to bolster their capacity for innovation. What role can asset finance and asset service solutions play as a part of this financing mix?

Wüerst: *For the SME sector, the question is always: What is the best financing strategy for a company's ongoing development? Loans remain an important form of financing. Particularly during the current low interest-rate phase, it is highly attractive for companies to realise credit-financed investments. But it is always good to weigh the alternatives – a prudent mix provides the greatest benefits.*

However, confidence in the capital market has suffered considerably over the past few years – just think of the defaults on SME bonds. Access to the market has thus become tougher, and SMEs are therefore somewhat cautious when it comes to capital market-based financing models.

At the moment many investments are equity-financed, which also reflects the low interest-rate situation: Since there are currently no attractive investment opportunities for capital, companies are investing it in their own business. Asset finance – such as leasing and factoring – is also a safe and reliable financing alternative which is highly attractive for shorter investment cycles in particular and enables companies to go easy on their credit lines.

Ostermann: *Asset finance services are also a very strong alternative to conventional bank loans for investments in digitalisation and Industry 4.0. As an asset specialist, we are familiar not only with our customers' industries, but also with their investment assets and we can recognise trends early on. This enables us to offer a large number of product solutions which reflect specific assets' changes in value over time. We are also able to offer medium-sized companies the services they need through a close relationship with the manufacturers.*

Above all, however, SMEs benefit from our know-how of markets and industries. It is important for us to provide solid advice – both for the German market and international target markets. That is what Deutsche Leasing stands for. The increasing significance of this alternative form of financing is demonstrated by the high proportion of SMEs which make use of our asset finance and asset service solutions.

Discussion host:
Julia Kern is a business journalist and has already produced portraits of many German medium-sized companies for publications including the newspaper Frankfurter Allgemeine Zeitung.

Kai Ostermann
Chief Executive Officer

Friedrich Jüngling
Management Board member

Matthias Laukin
Management Board member

Rainer Weis
Management Board member

MANAGEMENT BOARD'S LETTER

Dear clients and
business partners of Deutsche Leasing,

In the financial year 2014/2015, we once again supported a large number of companies in their investments through our broad range of asset finance services. The German SME sector in particular was at the heart of these activities. The focus on our customers serves as the basis for our activities. Over the past few years, this has been firmly anchored in our organisational structure and day-to-day customer relationships. Our regular customer survey demonstrates that we have made considerable progress in this area.

Thanks to our customers' confidence, we have achieved growth in virtually all of our segments and recorded a positive business trend. This is especially true of our three strategic growth areas, which we will continue to focus on specifically in the new financial year. This focus provided a significant contribution to our successful financial year 2014/2015 both in Germany and worldwide as a group:

- We further intensified and improved our intragroup business with the savings banks. We were thus able to provide even more extensive support for our joint SME customers for their investments in Germany and other countries. In particular, we have taken a huge leap forward in our small ticket business for investments of up to EUR 150,000.

- We have expanded our existing partnerships for individual sales financing solutions with German manufacturers of investment goods – our vendor partners – and have convinced additional companies of the value of our services.

- We have further expanded our factoring business together with the savings banks and have thus offered this form of financing to more SME customers.

Success despite a challenging environment

In 2015, the economic environment was challenging for the SME sector and thus also for Deutsche Leasing. The global economy achieved only moderate growth in 2015. On the one hand, this reflected the clear downturn in momentum in China. In other emerging markets such as Russia and Brazil, economic output actually fell. On the other hand, with their solid but low growth rates the industrialised nations provided only limited contributions to world economic growth. The USA alone generated strong growth impetus.

"We aim to provide competent support for the investments made by the German SME sector, the backbone of the country's economy. Our customers and partners are therefore central to our activities – both in Germany and in 22 key foreign markets. With our broad portfolio of asset finance and asset service products, we offer optimal and flexible solutions to ensure our customers' success."

Kai Ostermann
Chief Executive Officer

The German economy maintained its slight upward trend. As one of the leading exporting nations, Germany benefited from the euro's low exchange rate. Moreover, domestic demand picked up and likewise boosted growth.

Deutsche Leasing benefitted from the prevailing economic momentum on the German and international markets. In the financial year 2014/2015 we realised a volume of new business in excess of EUR 8.2 billion. This represented a growth rate of approx. 5 per cent on the previous year. Our economic result increased by 7 per cent on the previous year to EUR 137 million – despite adverse factors relating to interest-rate levels – and reached our target level.

8.2 bn €
New business

Long-term growth safeguarded

All of Deutsche Leasing's business segments supported its success through their income contributions. It was particularly apparent here that intragroup business with the savings banks and international business are anchored in all of our segments as strategic growth areas and that their importance continues to increase:

- With growth of 8 per cent, the machinery and equipment segment clearly exceeded the previous year's level. New business of the Group's foreign subsidiaries, German vendor business and also intragroup business with the savings banks and direct business with our customers which are generally drawn from the SME sector contributed to this trend.

- In the road vehicles segment, intragroup business with the savings banks also provided a significant contribution to Deutsche Leasing's two per cent growth rate. The fleet segment matched the previous year's high level.

- The previous year's figure for the information and communication technology segment included major transactions. Adjusted for this effect, we increased our volume of new business thanks to a number of new SME customers and established a more diversified basis for this for the future.

Our investments also contributed to our positive business trend.

- In its three years as a member of the Deutsche Leasing Group, Universal Factoring GmbH has achieved top performance. Today it operates throughout Germany and has concluded cooperation agreements with almost 200 savings banks. Factoring turnover exceeded EUR 2 billion for the first time.

- Bad Homburger Inkasso (BHI) – one of the leading German companies in processing bad loans and handling the market-oriented resale of collateral – recorded significant rates of increase in the financial year 2014/2015. It realised further growth, with its volume of receivables of EUR 16 billion. BHI's customers now include more than 600 companies, half of them from Sparkassen-Finanzgruppe.

16 bn €
Volume of receivables

- Our joint venture with Berliner Sparkasse, S-Kreditpartner GmbH, continued its growth strategy in the personal and car loans segments in the financial year 2014/2015, particularly in partnership with the savings banks. It had increased its loan portfolio to EUR 4.1 billion by the end of 2015. In the first half of 2016, it will begin to market products online in addition to sales through its savings bank partners.

"Together with the savings banks, we offer our customers tailored and flexible solutions. This is true for both smaller investments made by business and commercial customers, and for larger foreign investments. For this reason, in future we will integrate the foreign know-how of Deutsche Leasing and its specialists in foreign markets even more strongly with the savings banks' close relationships with their customers."

Rainer Weis
Management Board member

Consistent expansion of strategic growth areas in the financial year 2015/2016

We will maintain the previous year's successful trend in the financial year 2015/2016 by consistently expanding our strategic growth areas in particular.

We will pursue two key strategies in our intragroup business with the savings banks. On the one hand, we will concentrate even more on small ticket business with the savings banks' smaller corporate, business and commercial customers. This customer segment offers great potential: 1.6 million business and commercial customers alone use the savings banks as their main bank. Here we will succeed through IT systems which are easy to use for the savings banks' customer relationship managers, through highly efficient processes and with outstanding sales support. On the other hand, we will show the savings banks even more clearly how they can offer their customers competent support outside Germany through our international network, the largest in Sparkassen-Finanzgruppe. Here too, intensification of our intragroup relationships offers enormous potential.

1.6 m

Business and commercial customers

In the financial year 2015/2016, international business will be a strategic growth area for Deutsche Leasing in all of its distribution channels. Accordingly we will continue to pursue the activities which we initiated in the financial year 2014/2015 and to win over even more vendors. As a sales financing partner with an international network, we will persist in the development of existing partnerships with German manufacturers of investment goods.

Factoring will serve as another strategic growth area for us in the financial year 2015/2016. We see major potential here, since ever more SMEs are using modern and tailored solutions for their debt management. Together with the savings banks as our group partners, we will continue to expand our services in this field.

"We aim to be the preferred partner for SMEs that manufacture investment goods for investment and sales financing outside Germany. That doesn't mean us being the biggest player, but it does mean us being the best at what we do. We can offer optimal solutions for vendor partners seeking to promote their sales activities by means of financing solutions, both in Germany and in other markets."

Matthias Laukin
Management Board member

“Thanks to our industry expertise, we are familiar with the specific business needs of our SME customers. And we are familiar with the values of the assets in which our customers invest and with their changes in value over time. This has a positive impact on contracts and risk decisions. In this way, we are jointly able to develop flexible and benefit-oriented solutions.”

Friedrich Jüngling
Management Board member

Through our services, we help the German SME sector – the backbone of the German economy – to succeed in its investments, both on the German market and in other countries.

The environment in the financial year 2015/2016 will offer market opportunities for us, but it will also entail growing challenges. Overall, the global economy will achieve moderate growth amidst increasing heterogeneity and volatility. In the emerging markets especially, the pace of growth will slow down in all likelihood. For the Eurozone, the ECB’s loose monetary policy is buoying economic momentum. At the same time, many economic and financial issues remain unresolved and the high level of liquidity is putting pressure on margins.

Due to our leading market position and as part of a strong Sparkassen-Finanzgruppe, we have an optimistic view of the future. With a level-headed approach and an active risk management strategy, and by anticipating changes in outline conditions, we can maintain the right balance, utilise our market opportunities and exploit development potential. We will be able to safeguard our long-term success on the basis of our proven strategic focus.

Together with our customers and partners in the German SME sector, we aim to continue our joint success story in the financial year 2015/2016 – as a partner of the SME sector and as a partner of German industry.

Kai Ostermann | **Friedrich Jüngling** | **Matthias Laukin** | **Rainer Weis**

INTERNATIONALISATION

OPENING UP NEW MARKETS

International business is not only a logistical challenge. To succeed in foreign countries, you need to understand practices on these markets – and arrange financing to support the process of opening them up.

PARTNER OF THE
GERMAN SME SECTOR

99.6%

INTERNATIONALISATION IS A CONTINUOUS PROCESS

For Martin Kannegiesser, it is clear that strong roots on home soil are a prerequisite for international success. He should know. As the managing director of a hidden champion and as the long-standing president of the Gesamtmetall federation of employers' associations, he has actively followed the increasing globalisation of the German SME sector.

Martin Kannegiesser
Managing director
Herbert Kannegiesser GmbH

Martin Kannegiesser has been the owner of Herbert Kannegiesser GmbH since 1974. This firm was established by his father and is seated in Vlotho, in Germany's eastern Westphalia region. The company is the world market leader in the manufacturing of industrial laundry equipment. Kannegiesser has around 1,500 employees worldwide in its Wetwork Technology, Flatwork Technology and Garment Technology segments.

Martin Kannegiesser is also the honorary president of the Gesamtmetall federation of employers' associations in the metal and electrical engineering industries and was the deputy state chairman of the Christian Democratic Union in North Rhine-Westphalia until 1992.

Mr Kannegiesser, how important is internationalisation for medium-sized companies?

Kannegiesser: *The past few years have clearly demonstrated that strongly globalised companies achieve greater business success, invest more and have larger workforces than their less globalised competitors. Ultimately, this naturally also benefits the economy of their home market. But above all you need deep roots in order to create and maintain strong international networks. So internationalisation is not an end in itself – companies cannot simply sever their links with their home market. That is where their strength lies, which they should permanently exploit and continuously develop.*

Which challenges does international business pose for a company like yours?

Kannegiesser: *We have operated internationally pretty much since our company was founded almost 70 years ago – in a niche such as ours, that has always been essential. For those reasons, we see internationalisation less as a challenge and more as an opportunity. First of all, international-*

isation enables us to expand our market shares and open up markets.

We had already established a global distribution network back in the 1950s. Today, we are present in 53 countries. However, the environment for international business has changed substantially over the past few decades.

In which ways?

Kannegiesser: *We used to develop and manufacture ironing and fusing machines in series. Instead of selling them directly, we sold them through dealer organisations in each of our markets. These organisations thus handled the transaction process and managed the relationships with our end-customers. Around 20 years ago, we adjusted our business model in line with the structural and technological changes taking place in the laundry industry. Since this time, we have marketed integrated systems.*

We offer the entire product range for industrial laundry equipment. With such complex machinery, with highly individual requirements and specifications, we work directly with our end-customers. This gives rise to technological partnerships – which naturally means that we must provide just as much personal support and advice for our foreign customers as we do for our customers in Germany.

53 countries

Herbert Kannegiesser GmbH has had a strong foreign presence since the 1950s. Internationalisation has always been essential in this niche business, says the firm's managing director, Martin Kannegiesser.

"We are a technology partner for our customers. We need to provide them with just as much personal support in foreign countries as we do in Germany."

Martin Kannegiesser
Managing director

How are you able to achieve that?

Kannegiesser: *We have established service centres worldwide at strategic hubs where we are able to provide local support for our customers. Our employees know the markets where they operate inside out. But like many other medium-sized companies, we are faced with a continuous process of change: organisations need to undergo adjustments, with expanded structures and more efficient use of resources. For instance, with our all-in solutions in future we will also offer logistics and organisational concepts. This offers our customers worldwide major potential for optimisation, and thus provides growth opportunities for us.*

Which markets are particularly interesting for Kannegiesser?

Kannegiesser: *Germany is still our largest retail market, and we have always had a strong presence throughout Europe. The same is true of North America. In some parts of Asia our status as a German SME surely still carries a certain cachet – even if the label "Made in Germany" certainly doesn't have quite the same significance it did twenty years ago. In Europe, for instance, customers require guarantees for their systems – where these are manufactured ultimately doesn't matter all that much.*

For that very reason, many companies are shifting their production facilities to foreign countries, where manufacturing is generally cheaper.

Kannegiesser: *Firms are naturally continuing to relocate on grounds of cost. After all, we don't have any room for manoeuvre in competition with Asia – our products cannot be significantly more expensive. To maintain their international competiveness, companies must keep an eye on their entire value chain. Production and wage costs are merely one aspect of this, albeit a major one.*

For instance, the capacity for innovation and communication is ever more important in an increasingly digitalised and sensitised society. We have six production locations in Germany and one in the United Kingdom – each of these plants specialises in a particular type of equipment. So far, we have never really considered relocating our manufacturing to Asia or Eastern Europe.

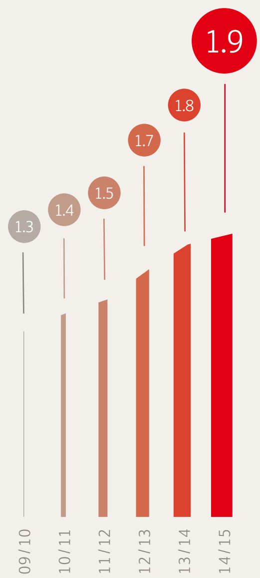
Despite your highly internationalised business?

Kannegiesser: *Our customers are key for our strategy and thus also in our decisions on our manufacturing locations. They are not interested in whether their machines are produced nearby – they need reliable advice, flexible support and a competent contact, as well as innovative and highly functional products of course. For our innovative strength and the resulting long-term success of a company like ours, it is therefore hugely important that we concentrate our technical expertise. Our employees can draw upon an extensive volume of experience which a newly established joint operation simply doesn't have. In other regions, we would lack the critical mass for 1:1 reproduction of our overall programme – we occupy a highly specific niche market.*

In short:
The international market offers opportunities but naturally also poses challenges for innovative companies. But both in Germany and elsewhere, nothing is more important than close customer relationships.

An international presence

Thanks to its foreign companies, Deutsche Leasing is able to support its customers not only in Germany, but also internationally. The proportion of its business realised in other countries is continuously increasing.



INTERNATIONAL TURNOVER TREND
[in EUR billion]

Every market is different

Manufacturers and their customers benefit from sales financing in equal measure. It is in a company's interests to facilitate its prospective customers' purchasing decisions. Herbert Kannegiesser GmbH develops innovative laundry equipment and offers a suitable financing solution for its products, even outside Germany. It cooperates with Deutsche Leasing for this purpose. This working relationship requires both partners' market expertise and their close communication for transactions.

No one knows a product better than its inventor does. Manufacturers – and particularly technological leaders such as Kannegiesser – can serve as a valuable partner for their customers facing business questions such as choosing the right equipment: What sort of investment makes sense for me, and what is the best way to organise this investment from an economic point of view? With its move away from series models to complex all-in-one systems for industrial laundries, Kannegiesser has increasingly evolved into a system and technology partner. Besides innovative products, it also offers suitable financing models.

Its sales financing services range from leasing via hire-purchase to loans. So that it can continue to fully concentrate on its core business, Kannegiesser deliberately opted not to offer these financing models in-house and instead to realise them with a partner, reliably and straightforwardly. The company's international business was a particular challenge: Kannegiesser realises much of its turnover outside Germany and operates in its local markets through its foreign subsidiaries. The company needed a partner familiar with the prevailing mentalities in its various markets and also, above all, the relevant legal frameworks. "For instance, we launched an operative leasing campaign in Spain," says Jürgen Zimmer, Deutsche Leasing's contact for Kannegiesser. "But for that we needed to consider the details of that country's legal system. That would scarcely have been possible without the expertise of my colleagues in Spain."

Coordination between all of the partners involved – across national borders and spanning multiple continents – is a particular challenge which arises in case of international cooperation. "We can make many decisions at our head offices here in Germany. But ultimately they require local implementation," says Zimmer. For this reason, a close working relationship founded upon trust and continuous optimisation of existing channels of communication are the preconditions for successful collaboration.

Since Kannegiesser and Deutsche Leasing began working together in 2012, their jointly realised volume of new business has steadily increased. This trend is set to continue: "In future, we intend to communicate our financing service even more actively," says the company's managing director, Martin Kannegiesser.

4

INDUSTRY 4.0

MASTERING COMPLEXITY

Integrating products, production and business models is one of the key challenges which the SME sector currently faces. To successfully manage this transformation, companies must make investments – and they require strong partners.

PARTNER OF THE
GERMAN SME SECTOR

99.6%

DIGITAL BUSINESSES OPERATE DIFFERENTLY

Industry 4.0 represents a strategic challenge and also requires a new type of business culture, says Jeanette Huber. She is a business speaker, strategy consultant and the associate director of Frankfurt's Zukunftsinstitut ("future institute").

Jeanette Huber

Associate director of Frankfurt's Zukunftsinstitut ("future institute")

Jeanette Huber wants to encourage thinking "out of the box". Her broad-based professional experience serves as the solid foundations which enable her to link the scientific findings of futurology with today's business world. Jeanette Huber picked up the tools of entrepreneurship at the management consulting firm Gemini Consulting.

Children are already communicating on WhatsApp at the age of ten, are active on Facebook at 14, use apps instead of index cards to study – and later on, in their working lives, they will turn Deutsche Bahn's first class carriage into shared office space: Society has undergone far-reaching transformations over the past two decades, and ever more rapidly the process of technological change is heralding new and hitherto undreamed-of possibilities. Digitalisation is omnipresent and companies have long since realised that it will not come to a halt at the factory gate or in front of office towers. On the contrary, over the next few years the economy will continue to undergo dynamic change.

On the one hand, this will naturally affect the world of everyday work in companies. Younger employees in particular fail to see why they shouldn't be allowed to use familiar everyday technology such as smartphones, laptops or social networks in their work environment – as is still the case in many companies. The mobile internet is no longer just a way of passing time, it is now an essential part of life. But in a future which has long since begun, it is not just mobile devices but also static objects such as washing machines, cars, pallets and manufacturing facilities which are continuously transmitting data and thus communicating with one another. This "internet of things" is ultimately also a prerequisite for "Industry 4.0" or "smart manufacturing" – whose successful rollout is one of the key challenges that businesses will face for the foreseeable future.

"Smart manufacturing" essentially means linking people, objects and systems and thus creating dynamic value networks which optimise themselves in real time. The goal is to achieve scalable manufacturing in ever more dynamic markets. Industry 4.0 promises "manufacturing of individual products on mass manufacturing conditions" – this is a huge opportunity, particularly for the German SME sector which thrives on innovation.

Complex systems make complex markets controllable

Conversely, this means that complex networks and technologies will make the increasing complexity of internationalised and trend-driven markets controllable. Digital manufacturing therefore requires businesses to make extensive initial investments in hardware and software: Companies need mobile communication technology such as smartphones, tablets and smartglasses in their production shops so as to connect their employees.

"Industry 4.0 requires new links between humans and machines, but it also redefines the relationships between companies."

Jeanette Huber
Associate director of Frankfurt's Zukunftsinstitut ("future institute")

They must enable the integration of their existing systems within the digital manufacturing system. This requires powerful information technology which can handle these huge volumes of data. For manufacturing companies whose core business is not IT, these investments represent a major financial burden. These companies must also make far-reaching decisions regarding assets and structures without being able to rely on their core areas of expertise.

Value networks for the successful rollout of Industry 4.0 ...

Industry 4.0 requires new links between humans and machines, but it also redefines the relationships between companies. Smart companies are no longer self-enclosed systems – value networks spanning multiple businesses are emerging: A project which one company couldn't tackle alone can succeed through collaboration. The digital company resembles a living organism in permanent contact with customers, suppliers, partners and stakeholders.

The players are deeply involved in one another's business processes, e.g. by exchanging utilisation and maintenance data as well as order quantities and sales forecasts. Even the walls erected around previously highly-protected departments such as research & development are becoming increasingly porous due to the huge volume of data exchanged.

Developers, employees and customers access the same sets of data, cracking open data silos which previously took considerable effort to build. Conversely, this means that a culture of cooperation and business relationships founded up trust are (almost) as crucial for smart manufacturing as the right type of technology.

... break up established hierarchies

This even extends to the hierarchical structure of companies: By definition, Industry 4.0 is a decentralised system. The centralised and deterministic planning approach of conventional, computer-integrated manufacturing (CIM) falls short of the mark in the digital world. Smart manufacturing requires space for optimisations, in real time and on-site.

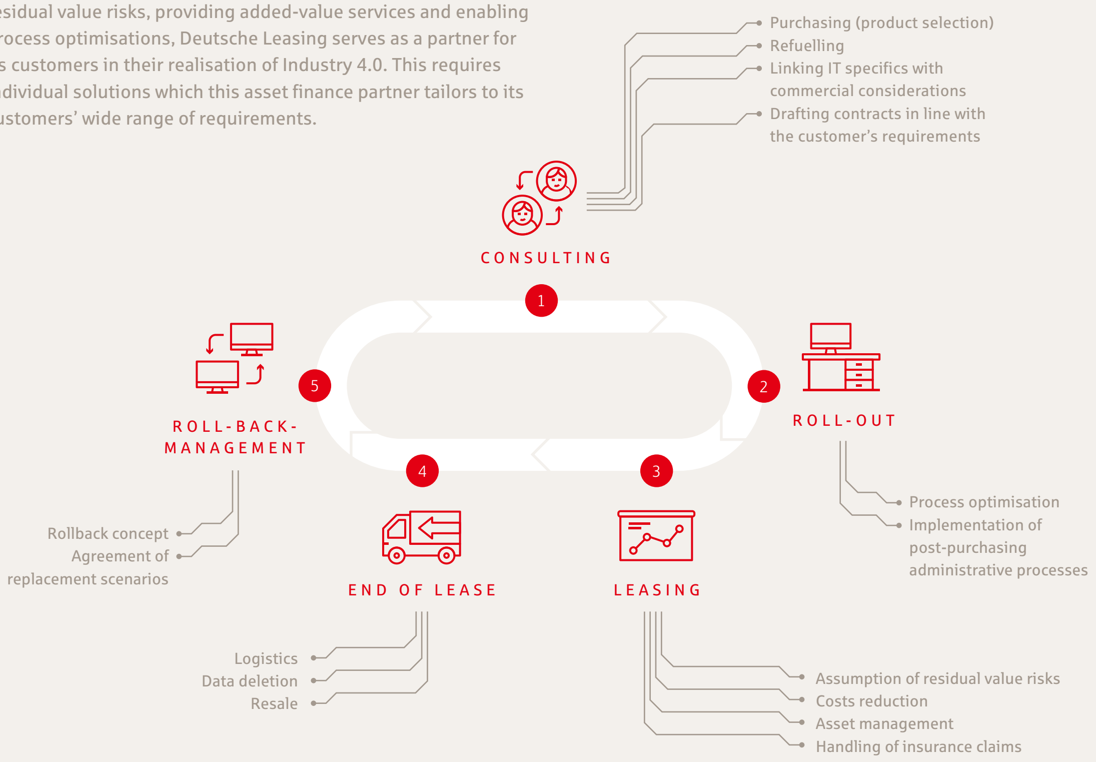
This means that responsibility for the work process and decision-making within an organisation must inevitably shift “downwards”, i.e. to the actual manufacturing level. Dynamic markets need flat hierarchies and increased scope for decision-making. The German SME sector is naturally at an advantage here, since unlike large corporations it has always operated with a flat hierarchical structure and it benefits from relatively short decision-making paths.

The successful rollout of Industry 4.0 must ultimately encompass both of these aspects: digitalisation and networking of manufacturing, and transformations within companies leading to increased openness, decentralisation and individual autonomy. The ability to master these two factors will be critical to the future success of companies, and not least the German SME sector – and this process of ensuring future viability will require extensive investments.

In short:
Industry 4.0 is not only a technological challenge, but also a cultural one. Companies which invest now will be stronger-placed in the future competitive environment.

Industry 4.0

IT leasing includes much more than mere financing: In assuming residual value risks, providing added-value services and enabling process optimisations, Deutsche Leasing serves as a partner for its customers in their realisation of Industry 4.0. This requires individual solutions which this asset finance partner tailors to its customers’ wide range of requirements.



On course for a modern world of work

The Viessmann Group is a pioneer in the development of new technologies for heating, industrial and cooling systems. It is investing in its preparations for Industry 4.0 – together with Deutsche Leasing as its financing and service partner.

The manufacturing industry is turning digital: The fourth industrial revolution makes it possible to link up machinery and equipment by means of sensors and to automate workflows. However, a company which is pushing ahead with Industry 4.0 also needs to prepare its own infrastructure for a new world of work. This means that companies must make even greater investments in IT systems which enable employees to communicate with one another worldwide and which enable technology-enhanced work practices.

The Viessmann Group is likewise making extensive investments in the development and expansion of its IT systems. “Deutsche Leasing is supporting Viessmann on its path to Industry 4.0,” says Joachim Huft, an authorised officer of Viessmann IT Service GmbH. On the basis of a framework agreement, this IT subsidiary of Viessmann is already financing and utilising Deutsche Leasing’s full range of services. Together, they have already realised investments in office communication systems such as PCs, laptops, tablets and workstations, via data centre technologies such as servers, mainframes and storage systems to mobile device solutions. In addition to the hardware system solutions, security and software solutions have also already been successfully financed for the company.

“Advisory services are an important part of our working relationship with Deutsche Leasing. On our path to Industry 4.0, we are looking for more than just a financing partner,” says Huft. As with most companies, IT is not part of Viessmann’s core business. Hardly any investment asset is as diversified and as short-lived as information technology. Devices such as smartphones are generally not used for more than a couple of years – after that, they are technologically obsolete and are replaced with new and more powerful models. Here, leasing offers a considerable advantage thanks to its off-balance sheet structure. The period over which these IT investments are written off generally exceeds their actual usage period.

With a balanced financing strategy and a comprehensive range of (value-added) services, this provides greater transparency in relation to IT expenditure and thus enables firms to concentrate on their core business. “The customer decides on a product and a supplier – we take care of the rest. But we will happily handle the entire IT lifecycle process for the customer,” says the sales manager Francis Hescher, who has attended to Viessmann since 2013. “Our asset-oriented financing structure goes far beyond financing alone: For instance, it includes insurance, transport and logistics services and reliable data deletion before the device’s return and its resale at the end of the term.”

“We see Deutsche Leasing as an enabler for our company,” says Huft. “Viessmann and Deutsche Leasing make a good fit – and we are growing together.”

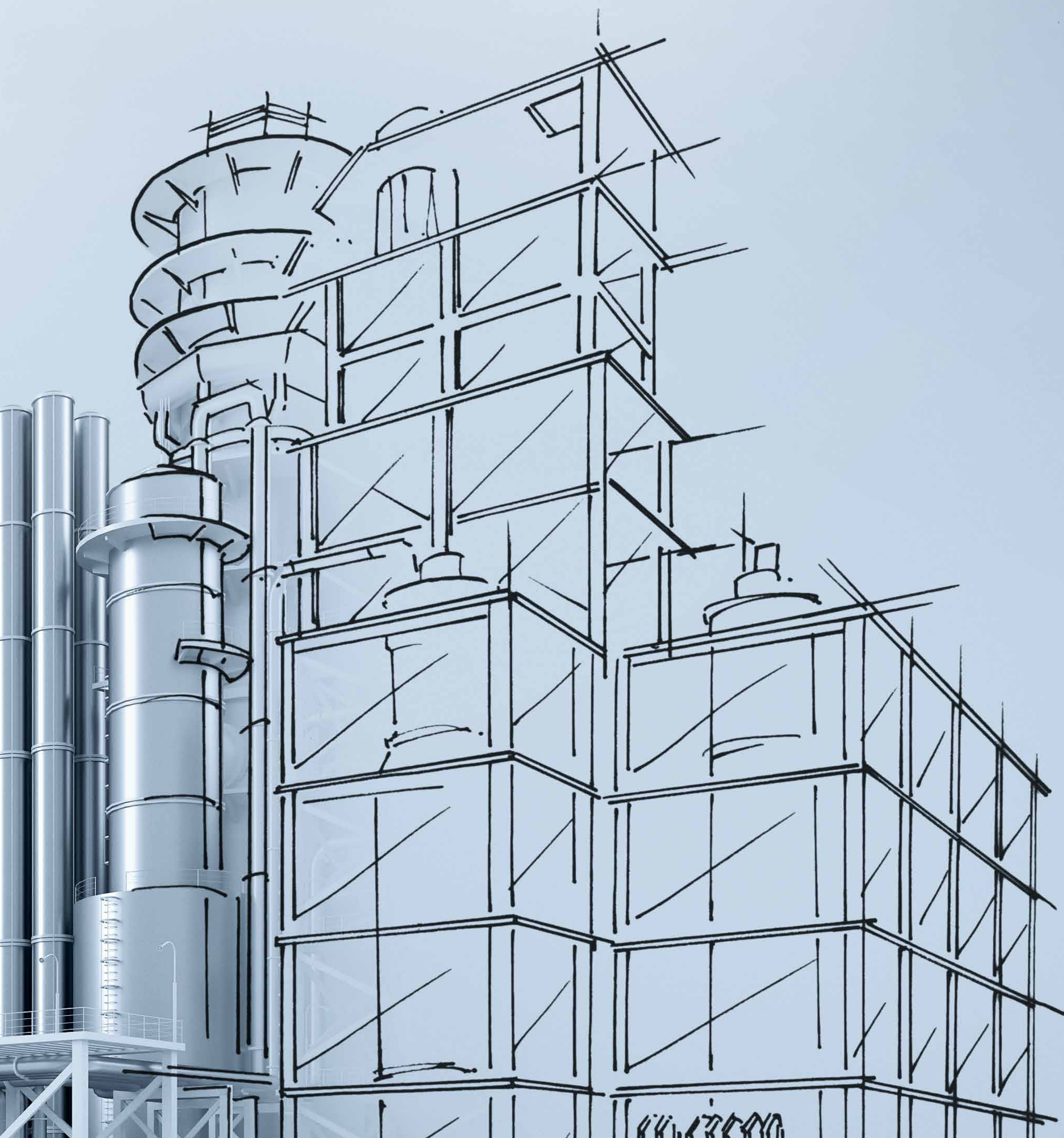
ACCESS TO INVESTMENT FUNDS

STRENGTHENING CORE BUSINESS

For the German SME sector, standing still means falling behind. Innovations are these companies' capital, and they require continuous investments. But how can they safeguard a strong financing structure?

PARTNER OF THE GERMAN SME SECTOR

99.6 %



INVESTMENTS FUEL THE ECONOMY AND PROSPERITY

Whether it's digitalisation, product innovations or international business: Despite its globally unique success, the German SME sector is obliged to continuously invest in its future. The president of the Frankfurt am Main Chamber of Commerce and Industry, Prof. Dr. Mathias Müller, is convinced that optimal advice from experts can offer companies an important advantage, particularly when they are faced with major investment decisions.

Prof. Dr. Mathias Müller
President of Frankfurt am Main Chamber of Commerce and Industry

Prof. Dr. Mathias Müller has served as president of the Frankfurt am Main Chamber of Commerce and Industry since 2009. In this capacity, he represents the interests of its roughly 100,000 member companies in relation to the general public and politicians.

Prof. Dr. Müller, how would you describe the investment propensity of the SME sector in general since the financial crisis?

Prof. Dr. Müller: *In the years following the financial crisis and the related collapse in investments, investment momentum initially picked up considerably. But many companies once again cut back on their investment activities during the European debt crisis of 2012 and 2013. While the volume of investment has now increased again in overall terms, we are still far from realising our full potential.*

Seen in the context of our highly diversified economic structure and the strong international competitiveness of the German SME sector, the private and public rate of investment in Germany is too low. The SME sector is particularly aware of a large number of barriers to investment – just think of the uncertainty over how the European debt crisis will play out, or tax issues.

The media are currently reporting that medium-sized companies are once again increasing their overall volume of investment. However, according to the KfW banking group's SME panel, the number of companies making investments is lower than last year's figure. Isn't it necessary for many more companies to invest if the SME sector is to remain the much vaunted "backbone of the German economy"?

Prof. Dr. Müller: *Companies' investment propensity is currently being shaped by two opposing sets of trends: On the one hand, special factors such as low interest rates, the collapse in the price of oil and the euro's low exchange rate are buoying the economy. On the other hand, long-term investment decisions require very close assessment given the large number of uncertainties such as the refugee issue, the Russia/Ukraine conflict and the crises in the Middle East.*

The fact is and remains, however, that corporate investments are a key source of future economic growth and of Germany's prosperity. That is why politicians need to ensure a better investment climate, which is urgently needed especially during times of economic growth.

Besides financing, financial services providers are also increasingly expected to provide advisory services, both in terms of the inclusion of subsidies and for syndicated financing arrangements. How important is the advisory component for SMEs' investments?

Prof. Dr. Müller: *It's very important! Finding the right financing mix is indisputably a highly time-consuming and complex process – particularly in case of large-scale investment projects. Gut decisions made at short notice and without any consultation can quickly go wrong and end up costing a lot.*

For that reason, we have long said that it can pay off for SMEs especially to obtain external expertise when making such wide-reaching decisions, either from specialised consultants or from their financial services provider directly.

As well as credit and internal financing, asset finance solutions such as leasing are increasingly important. In your view, what is it about this form of funding in particular that SMEs appreciate?

Prof. Dr. Müller: *Asset finance solutions are indeed increasingly an integral part of SMEs' financing culture. Current Chamber surveys show that half of these companies are already using asset finance instruments such as leasing in addition to bank loans.*

Even in the current low interest-rate environment leasing is still attractive, in particular because it saves liquidity and thus provides companies with increased flexibility for follow-up investments. Financing projects are also much easier to calculate in terms of the time perspective – for long-term investment projects especially, this offers companies an advantage which should not be underestimated.

Judging by your discussions with Chamber members, what are the largest future challenges for investment projects?

Prof. Dr. Müller: *There are two different aspects associated with the low level of interest rates: Financing costs are coming down, which should facilitate investments. On the other hand, due to these low interest rates many medium-sized companies are faced with the challenge of finding additional resources to fund their pension commitments. Or just consider the process of demographic change in Germany. Economic policy needs to be urgently realigned with the goal of increased competitiveness.*

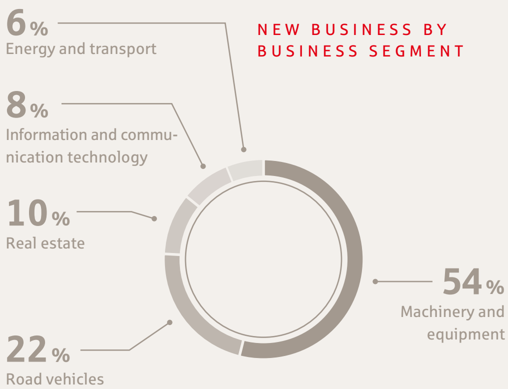
Owner-managed medium-sized companies especially need to regain confidence that long-term investments will not be undermined through supposed political boons such as retirement at the age of 63. Talk of inheritance tax reform is also creating uncertainty – whatever the outcome – and prompting the postponement of further

financial commitments. All in all, we need to push for an investment-friendly business policy in Germany. Businesses need a signal from politicians and from society in general that investments are welcome and will be supported.

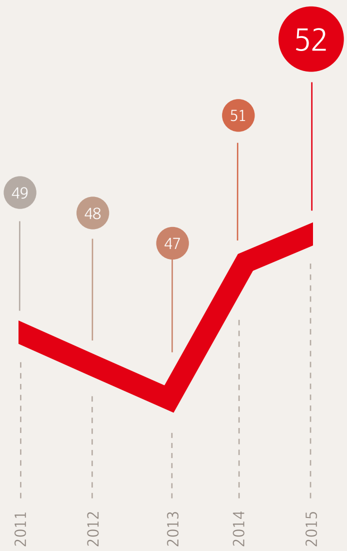
In short:
Asset finance solutions are increasingly an integral part of SMEs' financing culture.

Shared success

Deutsche Leasing is a partner of the SME sector and has designed its portfolio of services to suit the SME sector's needs. The volume of jointly realised business, in a large number of industries, is continuously increasing.



NEW BUSINESS BY BUSINESS SEGMENT



LEASING INVESTMENTS IN GERMANY
[in EUR billion]

We invest in our success

The Duvenbeck Group relies on Deutsche Leasing for the implementation of its growth strategy. This logistics firm is realising investments in articulated lorries and special trailers through individual financing solutions provided by Sparkassen-Finanzgruppe's centre of leasing excellence.

The success of the Duvenbeck Group is already apparent in terms of the development of its number of employees: In less than ten years, its workforce has grown from around 1,600 to more than 5,000 employees. Within a short period of time, this regional carrier has developed into a Europe-wide logistics provider which offers individual solutions for the biggest brands in the automobile, drinks and industrial goods sectors – from concept design to IT management and spare parts distribution to contract logistics and assembly services. A success story.

In times of volatile sales and purchasing markets, geopolitical crises and increasing regulation, many SMEs are extremely cautious in terms of their investment activities. But it is essential to invest in order to develop innovative products, exploit opportunities and ultimately also expand market shares.

Amidst this tension between security and growth, the need for a broad and flexible financing base is gaining significance, in particular for companies such as Duvenbeck: "The innovative strength we apply to develop optimal solutions for customers' logistics processes sets us apart from our competitors. We focus on strong data management, analysis, simulation and Europe-wide network planning," says managing director, Thomas Duvenbeck. New equipment is financed jointly by Duvenbeck and Deutsche Leasing.

"We know one another well and we trust each other. We can thus discuss things on equal terms and find the best solution, even where individual requirements need to be met," says Alois Brinkmann of Deutsche Leasing, who has attended to this Bocholt family firm for six years. Duvenbeck wanted a leasing contract under German law even though its new vehicles were to be registered in other countries. Together with Sparkasse Bocholt and the participating Landesbanken, Deutsche Leasing created a financing and risk structure which satisfied both Duvenbeck's needs and these country-specific requirements. "As a member of Sparkassen-Finanzgruppe, we can even handle larger investment projects through syndicated financing arrangements," says Brinkmann. "And always offer favourable conditions."

#2

SUPERVISORY BOARD'S REPORT

Supervisory Board's report

34 Supervisory Board's report

SUPERVISORY BOARD'S REPORT

Alexander Wüerst
Chairman

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 2015, the Supervisory Board consisted of 19 persons, almost all of whom are 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's four regular meetings entailed detailed reporting from the Management Board on commercial and risk policy, outline economic conditions, the financial and profit situation and planning as well as related discussions. Investment issues, realisation of the Group's foreign strategy and regulatory requirements were discussed in detail with the Management Board.

Issues of particular relevance were followed up in greater depth in committee meetings. The loans and investments committee held detailed discussions concerning risk decisions on commitments beyond the scope of the Management Board's responsibility as well as risk policy issues for the company, and intensively prepared Supervisory Board resolutions in the field of investments.

At a total of three meetings, the audit committee discussed in detail the financial statements and the summarised management report of Deutsche Sparkassen Leasing AG & Co. KG and the Group 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 the summarised management report of Deutsche Sparkassen Leasing AG & Co. KG as of 30 September 2015 were extensively reviewed. The audit committee discussed medium-term equity planning in detail.

The Supervisory Board verified the orderliness of the company's management and made all 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 provided its approval.

Financial statements and consolidated financial statements

KPMG AG Wirtschaftsprüfungsgesellschaft has been appointed as the auditor and has issued unqualified auditor's reports for the financial statements of Deutsche Sparkassen Leasing AG & Co. KG and the Group for the financial year 2014/2015 as well as the summarised 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 summarised management report with the appointed auditor, the Supervisory Board has approved 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 the shareholders to allocate an amount of EUR 10,431,677.59 out of the parent company's net income for the year of EUR 45,431,677.59 to the non-withdrawable reserves.

The Supervisory Board would like to thank the members of the Supervisory Board who retired during the year under review, Mr Ludger Gooßens, Mr Herbert Hans Grüntker, Mr Karl Jochem Kretschmer and Mr Franz Scholz, 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 all of their work in the financial year 2014/2015.

Bad Homburg v. d. Höhe,
February 2016

For the Supervisory Board

Alexander Wüerst
Chairman

#3

CONSOLIDATED MANAGEMENT REPORT

Consolidated management report Deutsche Leasing Group

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Consolidated management report

Financial year 2014/2015
Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe

Business performance

- New business grows to EUR 8.2 billion, with strong competitive and margin pressure in a continuing low interest-rate phase
- Germany realises moderate growth
- DAL and foreign business especially deliver growth momentum

Earnings position

- Further increase in equity as well as provisions in accordance with § 340g of the German Commercial Code (Handelsgesetzbuch, HGB)
- Group's net profit for the year increases by three per cent to EUR 67.4 million
- Leasing income grows by 6 per cent
- Further increase in net asset value – economic result at a high level

Net assets and financial position

- Moderate increase in consolidated balance sheet total
- Portfolio structure remains stable
- Stable and diversified financing basis

Opportunities and risk management

- Growth opportunities in particular in intragroup business with the savings banks, the further expansion of small ticket business, intensified support for vendor partners, international business and factoring
- Risk-bearing capacity remains intact even in stress scenarios
- Significantly improved default situation
- Continuous ongoing development of risk measurement methods

Outlook

- Moderate economic development, with continuing risks of a setback
- Attractive market opportunities and development potential in the asset finance segment
- Deutsche Leasing Group's new business growth slightly exceeds market level
- Slight rise in continuously increasing net asset value
- Further increase in equity as well as provisions in accordance with §§ 340f and 340g HGB

Basic information regarding the Deutsche Leasing Group

Overview

Deutsche Sparkassen Leasing AG & Co. KG, headquartered in Bad Homburg v. d. Höhe, 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 and financing solutions as well as supplementary services for both fixed and current assets. On the basis of a broad product range with solutions both for small-volume investments and also for individual, complex major projects, it supports its customers in their realisation of investment projects. The Group's product range includes leasing as a core product as well as further financing solutions and supporting services. In terms of its customers, Deutsche Leasing – as a central partner of the savings banks – mainly focuses on medium-sized companies in Germany which it also supports at an international level.

On 30 September 2015, the Group had 2,312 employees in 23 countries.

Products and services

The solutions offered by the Deutsche Leasing Group continue to mainly comprise leasing and asset financing for machinery and equipment, vehicles, IT and communication equipment, real estate, intangible assets and large-scale movable assets (such as rail vehicles and energy generation plants) and also factoring. It offers its partners sales financing products as well as dealer purchase finance.

In line with the requirements of its customers, the Deutsche Leasing Group provides asset-related services for the entire investment life cycle. This ranges from purchasing of assets via brokerage of insurance to resale of assets and includes full-service products as well as a certified return process in the vehicle fleet segment, construction management services for real estate leasing and life cycle management including services and logistics in the IT sector. In its factoring and collection segment, the Deutsche Leasing Group offers comprehensive debt management services.

Its in-depth asset know-how and its understanding of specific industry requirements enable targeted ongoing development and fine-tuning of its range of services in line with prevailing market conditions. In particular, the goal is to identify early on any segments with relevant investment requirements and to support customers during the planning of their investments and right up their realisation, thus laying the foundations for successful long-term partnerships.

Organisation and structure

The Deutsche Leasing Group is represented on the market by four business units, Deutsche Anlagen-Leasing GmbH & Co. KG (DAL) and also 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, Deutsche Leasing concentrates on business-to-business operations with medium-sized companies: Deutsche Leasing is the solutions provider for investments in the SME sector. In combining asset, industry, service and product competence, the Deutsche Leasing Group offers its customers a significant advantage.

Through its **Savings Banks and SMEs business unit**, Deutsche Leasing serves the market using two distribution channels: the savings banks and direct distribution. Through its comprehensive distribution network, its customers receive competent on-site advice and support for their investment projects. In addition, the German SME sector receives needs-oriented and country-specific support for its foreign activities, in cooperation with Deutsche Leasing's International business unit.

Through its **Fleet business unit**, Deutsche Leasing offers a range of vehicle-related investment and service solutions as well as efficient car fleet management for medium-sized companies in Germany especially. As a manufacturer-independent full-service provider, Deutsche Leasing develops individual and customer-oriented fleet solutions. Through AutoExpo Deutsche Auto-Markt GmbH (AutoExpo), Deutsche Leasing's reselling company which specialises in second-hand cars, returned leasing assets are marketed to private and commercial purchasers in Germany and other countries.

Deutsche Leasing serves the market for information and communication technology (ITK) through the financial and services products offered by its **Information Technology business unit**. This unit targets firms in the SME sector as well as major companies. At the end of the leasing contract period, Deutsche Leasing's separate service and logistics centre handles processing and resale of assets (including certified data deletion).

Its **International business unit** focuses on support for German industrial enterprises as partners for sales financing in Germany and other countries. Deutsche Leasing offers these vendors and their customers asset finance solutions in line with local requirements in 23 countries. It also supports customers of Deutsche Leasing and the savings banks with their foreign investments.

Within the Deutsche Leasing Group, **DAL** offers its customers finance solutions for long-term and large-scale investments in the following business segments: real estate (including construction management), energy, transport and logistics as well as special products (e.g. financing solutions for intangible assets and current assets). Within the Deutsche Leasing Group, DAL specialises in the arrangement and structuring of major projects.

The Deutsche Leasing Group rounds off its range of services focusing on the SME sector through the product range of **Universal Factoring GmbH** (UFG): As a wholly-owned subsidiary of Deutsche Leasing, UFG offers the customers of Deutsche Leasing and the savings banks solutions in the fields of receivables financing and debt management.

Bad Homburger Inkasso (BHI) – an associated company of the Deutsche Leasing Group – offers distressed debt solutions as well as the market-oriented resale of movable and real estate collateral on behalf of its shareholders, the savings banks and further companies and institutions.

S-Kreditpartner (SKP), a Deutsche Leasing investment, focuses on the fields of car and consumer loans in Germany. It pursues its sales activities by working together with the savings banks; SKP also offers financing of sales and purchasing activities for the vehicle industry.

Positioning in Sparkassen-Finanzgruppee

Within Sparkassen-Finanzgruppe, Deutsche Leasing is the centre of excellence for leasing and for other SME-oriented asset finance solutions such as factoring and also supplementary services. As a central partner and the German market leader in the asset finance segment, it helps the savings banks to realise their customers' investments both nationally and internationally, through leasing and other asset finance solutions. As well as close market cooperation, the savings banks serve as Deutsche Leasing's key financing partner. Overall, 383 savings banks are shareholders in Deutsche Leasing, as direct and indirect limited partners.

Distribution channels

Deutsche Leasing exploits its markets through three central distribution channels:

Direct business: Through its own network of branch offices, Deutsche Leasing exploits the market independently through direct acquisition. As well as outstanding financing expertise, the Group's distribution experts have proven know-how in relation to a wide variety of industries, asset classes and services.

Savings banks: Deutsche Leasing enables the savings banks to access and exploit its full range of services. The savings banks and Deutsche Leasing thus cooperate to ensure optimal fulfilment of the needs of the savings banks' customers and so as to better exploit existing potential. The savings banks are able to select from Deutsche Leasing's broad range of services in line with the specific requirements associated with their concrete business: from standardised product lines to tailored specialist solutions. Deutsche Leasing's SME-oriented asset finance solutions and asset-related services are thus offered through the savings banks on the basis of this close relationship. Moreover, "German desks" have been established in the foreign companies of the Deutsche Leasing Group; German-speaking employees serve here as on-site contacts for the savings banks and their customers.

Partners/vendors: By working with partners and vendors, Deutsche Leasing achieves efficient and early access to customers at the point of sale, thus ensuring broad sales coverage. As a sales financing partner with an international network, Deutsche Leasing focuses on export-oriented German SME firms as well as major companies.

Deutsche Leasing optimally realises existing potential through coordinated exploitation of the market encompassing all of its distribution channels and business units/investments, particularly in relation to cross-selling opportunities.

Locations

Germany is the core market of the Deutsche Leasing Group. Through its foreign network, Deutsche Leasing also supports German companies' exports and international presence. It does so through cooperation with international vendors – mainly in Germany, Austria

International presence of the Deutsche Leasing Group

Deutsche Leasing Locations

and Switzerland ("DACH") – which are able to rely on the financing expertise of Deutsche Leasing's international network to support their sales activities; Deutsche Leasing also assists German companies' foreign direct investment programmes as well as the foreign subsidiaries of German companies. Outside Germany, its international network spans 22 further countries in Europe, America and Asia.

In the year under review, as well as its headquarters in Bad Homburg v. d. Höhe the Deutsche Leasing Group had one German branch office, in Berlin, and 7 other German sales offices. The Deutsche Leasing Group is also represented in its various regions through its investments.

Economic report

Overall economic and industry-specific environment

In the course of the financial year 2014/2015, the world economy realised a positive overall performance and its growth rate matched the previous year's level. The picture is highly varied for the world's different economic regions. While the industrialised nations achieved very strong economic growth, the economic output of the emerging markets (BRIC countries) fell by comparison with previous years. This trend was particularly evident in Brazil and Russia, with negative growth. China's economic development was also characterised by uncertainties and risks and weakened over the course of the financial year 2014/2015. China's major significance for the world economy gave rise to growing uncertainty and volatility for export-dependent economies and also on the international financial markets.

The United States of America once again provided a strong contribution to global growth, benefiting from factors including the low oil price and cheap funding thanks to the still historically low key interest rate of the Federal Reserve (Fed). Since late 2008, it had kept its key interest rate at a level of zero to 0.25 per cent, so as to stabilise the country's economy and banking sector following the global financial crisis. The financial markets are characterised by lasting uncertainty regarding an imminent (possibly short-term) turnaround in interest rates. Together with the ECB's expansionary monetary policy, an increase in the key interest rate is likely to result in an even stronger upward revaluation of the dollar, which would mean higher prices for the products of US exporters especially.

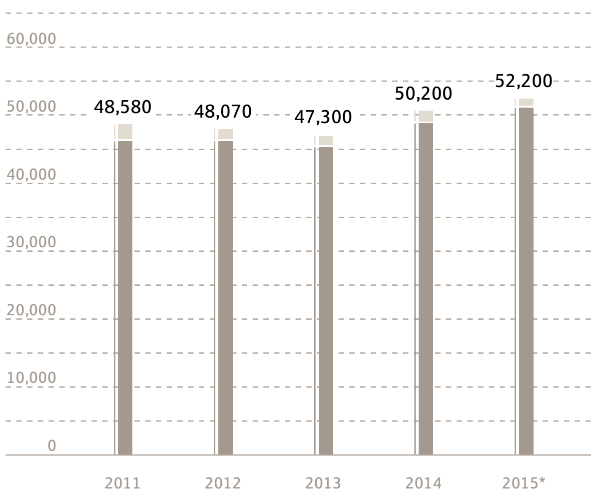
Besides the effects of the low price of oil and the continuing low interest rates, Europe and the Eurozone especially benefited from the ECB's expansionary monetary policy, which was reflected in an economic upturn and growth in 2015. Through its measures the ECB was able to avert the feared risk of deflation and even ensured through its monetary policy that products of Eurozone companies remained attractive for American and Asian markets. Overall, however, Europe's development fell short of the expectations – despite this upturn – and also lagged behind the trend in the United States of America.

The German economy also maintained its upward trend and achieved solid growth, despite its partial dependency on the emerging markets which faced economic difficulties. The euro's low exchange rate improved the export outlook, so that foreign trade delivered positive growth effects alongside the momentum provided by the dynamic domestic economy. Higher incomes also boosted growth: As well as the slight rise in prices, they resulted in an increase in private consumer spending which underpinned Germany's growth according to leading economic research institutes.

On the basis of this economic environment, the German council of economic experts predicts gross domestic product growth in the calendar year 2015 of 1.7 per cent (previous year: 1.6 per cent) for Germany. The council of economic experts thus expects the German economy's upturn to continue, with moderate momentum. Stronger economic growth for Germany will be impeded by factors including declining growth in the emerging markets and a stabilised trend for the price of oil. Private consumer spending will remain the mainstay of this positive development. Gross fixed asset investments are expected to increase by 2.4 per cent (previous year: 3.5 per cent) in 2015. Due to the German economy's moderate investment activities, plant and equipment expenditures grew by 4.5 per cent and thus matched the previous year's level.

Leasing investments in Germany

EUR million



Movables Real estate * Estimate
Source: BDL/ifo investment test

In the calendar year 2015, in the leasing sector in Germany new business is expected to grow by 4.1 per cent. The trend for new leasing business is thus slightly short of the trend for plant and equipment expenditures (Bundesverband Deutscher Leasing-Unternehmen e.V., Berlin (BDL)/ifo Investitionstest).

Demand for leasing was stable in spite of the challenging economic environment – particularly on account of the continuing low interest-rate phase, the major significance of internal financing for investments as well as companies' general investment restraint which reflected the imponderable economic and political environment. This demonstrates the continuing attractiveness of leasing and the strength of the leasing sector. As the market leader in the asset finance segment, in its financial year 2014/2015 Deutsche Leasing participated in the general environment in line with its position and achieved a level of growth which matched the market's level.

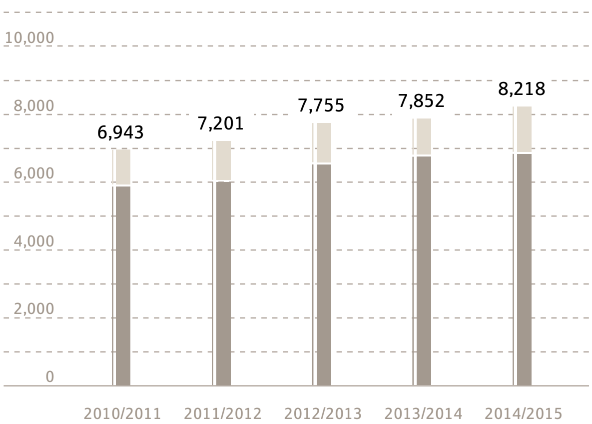
Business performance

In the financial year 2014/2015, the economic environment of the Deutsche Leasing Group was shaped by strong competitive pressure and margin pressure. This was once again decisively shaped by the expansionary monetary policy of the ECB, which is keeping interest rates low and which launched an extensive bond-purchasing programme in March 2015.

Deutsche Leasing was able to consolidate its market leadership in Germany and its leading position among European leasing providers in an environment which was at times challenging. In the financial year 2014/2015 the Deutsche Leasing Group once again increased its volume of **new business** to its current level of EUR 8.2 billion, a growth rate of approx. 5 per cent.

New business of the Deutsche Leasing Group

EUR million



of which DAL

New business of the Deutsche Leasing Group (2010/2011 excl. SKP)

DAL and the Group's foreign companies especially delivered growth momentum. With a volume of approx. EUR 1.9 billion the foreign companies accounted for approx. 24 per cent of the Group's total new business, an increase of 10 per cent on the previous year. In Germany, the Group matched the previous year's high level which had been buoyed by major business transactions and realised a new business volume of EUR 6.3 billion.

An analysis of new business in the business segments, with a breakdown by asset class, shows the following development:

New business by business segment

	2014/2015 Initial values		2013/2014 Initial values		
Business segment	EUR million	Share %	EUR million	Share %	Change as % by comparison with previous year
Machinery and equipment	4,426	54	4,114	52	+8
Road vehicles	1,794	22	1,755	22	+2
Information and communication technology	651	8	898	12	-28
Deutsche Leasing	**6,871**	**84**	**6,767**	**86**	**+2**
Real estate	801	10	505	6	+59
Energy and transport	546	6	580	8	-6
DAL	**1,347**	**16**	**1,085**	**14**	**+24**
Deutsche Leasing Group	**8,218**	**100**	**7,852**	**100**	**+5**

With growth of eight per cent, the **machinery and equipment segment** clearly exceeded the previous year's level. New business of foreign subsidiaries, savings bank leasing and direct business developed positively in this segment. Domestic vendor business also achieved growth.

In the past financial year, the **road vehicles** segment achieved growth of two per cent thanks to positive trends for savings bank leasing. The fleet segment matched the previous year's high level.

In the **information and communication technology**, in previous years new business with a major customer accounted for a commensurate share of the segment's overall volume of new business. In the past financial year 2014/2015 this customer's revised financing strategy resulted in a significant decline in the volume of new business in this segment.

Thanks to several major transactions in the **real estate** segment, the volume of new business increased by 59 per cent on the previous year. In overall terms, the **energy and transport** segment experienced a slight decline of six per cent on the previous year. The transport segment achieved growth thanks to contracts in the container and rail sectors. On the other hand, the cutbacks in government funding for alternative energy generation plants resulted in a decline in financing of photovoltaic systems. For wind energy projects, the volume of new business was stable.

Financial position

EARNINGS POSITION

In the past financial year, the **net profit for the year** increased by three per cent, from EUR 65.4 million to EUR 67.4 million.

Leasing income resulting from leasing and hire-purchase business and from the sale of second-hand leasing assets increased by almost six per cent or EUR 357 million on the previous year, from EUR 6,151 million to EUR 6,508 million. The revenues from leasing business component increased by EUR 61 million, from EUR 2,975 million to EUR 3,036 million, while revenues from hire-purchase business increased by EUR 305 million, from EUR 2,251 million to EUR 2,556 million. This increase in income was due to an expansion of the leasing and hire-purchase portfolio. The level of growth for related **leasing expenses** thus fell significantly short of the level for leasing income.

Related **depreciation and valuation adjustments on leasing assets** increased by almost three per cent or EUR 68 million, from EUR 2,673 million to EUR 2,741 million. In principle, scheduled depreciation on newly acquired leasing assets in the period remains in line with the term of the underlying leasing contracts.

Interest income improved from EUR - 134 million to EUR - 102 million due to the continuing low interest-rate phase and the associated conditions for borrowed funds, which were even more favourable than in the previous year.

The **(gross) profit from leasing, hire-purchase, rental and services business** roughly matched the previous year's level, at EUR 476 million. Above-average growth in income from interest and resale essentially made up for the leasing business' negative results. The erosion of the interest rate level which affects margins is the key negative factor. On the one hand, it means that lower net interest margin contributions are achievable on the market while on the other the interest rate for interest-free liabilities tied up in lending business and the liquid capital base thus decreases. The resale results once again provided positive and clearly increasing contributions due to the conservative calculation of residual values at the end of contract terms. The conservative residual value policy of the past few years in the vehicle contract segment with open residual values has underpinned this sustained positive trend.

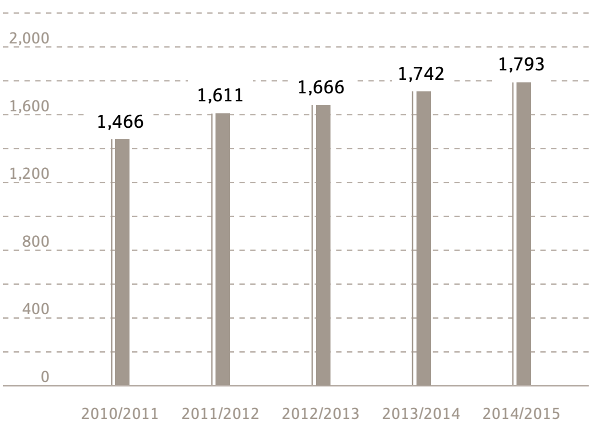
General administrative expenses increased by six per cent, from EUR 309 million to EUR 328 million, which mainly reflected the effects of the low interest-rate situation on costs. As well as regular salary increases, scheduled recruitment of personnel and strategic future investments (in the IT landscape, digitalisation, processes and markets) and the impact of ever more stringent supervisory requirements, in particular the increase in pension provisions which was implemented due to interest-rate levels shaped this trend for other administrative expenses. Active costs and resources management partly made up for these unavoidable adverse factors.

Depreciation and valuation adjustments on receivables (incl. the allocation to the provisions in accordance with § 340g HGB) declined by EUR 54 million, from EUR 123 million to EUR 69 million. This also reflects the favourable development of the risk situation. Provisions were once again allocated in accordance with § 340g HGB; following EUR 93 million in the previous year, in the past financial year additional provisions were established in the amount of EUR 41 million.

Equity shown in the balance sheet has increased by EUR 44 million, from EUR 629 million to EUR 673 million. Deutsche Leasing has thus adhered to its strategy of strengthening its equity.

In the past financial year, the **net asset value** increased to EUR 1,793 million despite the continuing negative impact on margins and costs which resulted from interest rate levels. The net asset value is calculated according to the standard developed by Bundesverband Deutscher Leasing-Unternehmen e.V. in terms of its structure and substance. The auditor reviews this figure in line with the "IDW audit standard: asset value calculation auditing for leasing companies (IDW PS 810)" issued by Institut der Wirtschaftsprüfer in Deutschland e.V., Düsseldorf. The net asset value reflects the value of the equity of the Deutsche Leasing Group, 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.

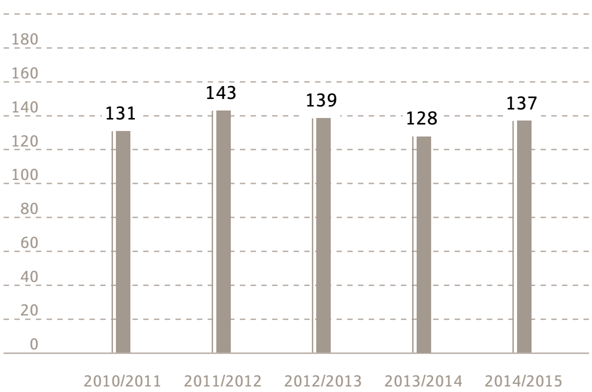
Net asset value of the Deutsche Leasing Group
EUR million



Allowing for the dividend distributed by Deutsche Sparkassen Leasing AG & Co. KG, with a value of EUR 137 million for the financial year 2014/2015 the **economic result** exceeded the previous year's level (EUR 128 million). Deutsche Leasing has thus achieved its long-term target earnings level. On this basis, appropriate distributions, the implementation of necessary future investments and the necessary equity trend which is required for its growth from an economic point of view are thus guaranteed.

For the financial year 2014/2015, the Deutsche Leasing Group had predicted a volume of new business growth slightly in excess of the predicted overall economic trend and slight growth in its continuously rising net asset value, with a further increase in equity as well as provisions in accordance with §§ 340f and 340g HGB. This forecast was based on a moderately optimistic prediction of its business and earnings trends, on the basis of the prevailing market potential.

Economic result of the Deutsche Leasing Group
EUR million



In the context of improving economic momentum in the financial year 2014/2015, new business increased by five per cent. The trends outlined in relation to the › economic situation contributed to this growth, particularly in Europe. New business growth thus exceeded the level predicted by the German council of economic experts for the calendar year 2015 by a good 3 per cent. The development of the net asset value also benefited from the improving economic situation and this increased by three per cent. Equity increased from EUR 629 million to EUR 673 million, while EUR 41 million was allocated to the provisions in accordance with § 340g HGB.

FINANCIAL POSITION

In its financial management the Deutsche Leasing Group seeks to safeguard permanent solvency and to cover financing requirements on the best possible terms – as far as possible, independently of developments on the financial markets – with the goal of hedging financing risks.

Capital structure

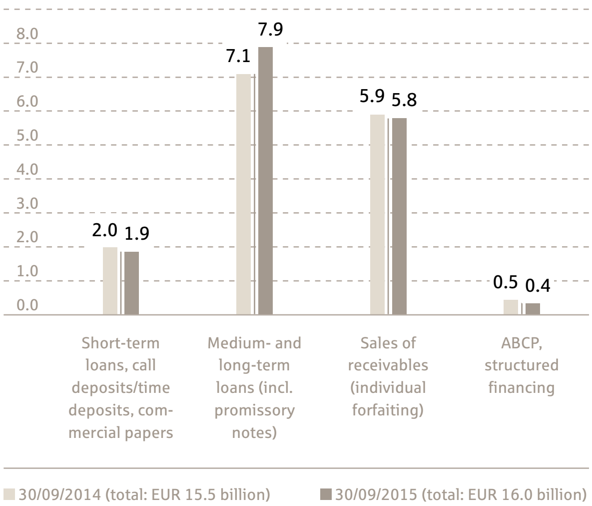
In the financial year 2014/2015, the debt capital borrowed served to finance leasing assets as well as other customer business of the Deutsche Leasing Group. Borrowed funds of the domestic and foreign companies (excluding DAL's non-recourse business) increased on the previous year, following the growth trend for new business. On 30 September 2015 they amounted to EUR 16.0 billion (previous year: EUR 15.5 billion).

In almost all cases, funds were borrowed on terms matching financed customer business in terms of the capital commitment and fixed interest-rate periods as well as the respective currency. Accordingly, maturity transformations are not implemented to any significant extent. Medium- and long-term borrowing and forfaiting which, as in previous years, jointly accounted for more than 4/5 of the total debt capital borrowed were the key elements of Deutsche Leasing's financing structure. The significance of borrowing from business development banks continued to increase in the area of loan financing. This growth was disproportionately strong, and this area of borrowing has now established itself as an additional element of the Deutsche Leasing Group's range of financing services.

In addition, medium- and long-term funds were borrowed through securisation-based structures as well as revolving funds with short-term maturities on the money market (mainly for short-term customer business).

Development of financing volume by financing instrument

EUR billion



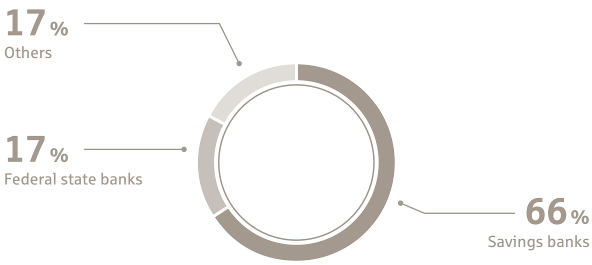
The funds borrowed generally had original maturities of up to six years and fixed-rate agreements which were generated by means of interest rate derivatives where necessary.

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, risk is effectively covered. A documented, appropriate and functional risk management system was used for these transactions.

The volume of financing (Germany and other countries, excluding DAL's non-recourse business) was distributed as follows between the financing partners as of 30 September 2015:

Financing volume

(Germany and other countries, excluding DAL)



The savings banks' share of total borrowed funds was stable at approx. 2/3. On the other hand, the federal state banks' share declined by three percentage points, while other institutions' share increased by roughly the same extent, which was mainly attributable to increased financing volumes for development loan business.

Liquidity

In the past financial year, Deutsche Leasing maintained a broadly diversified debt financing structure, in terms of the number of financing partners and financing instruments used. Deutsche Leasing further extended its financing reserves in the financial year 2014/2015. As of 30 September 2015, Deutsche Leasing's "free liquidity" was clearly in excess of EUR 3 billion.

Through its structures implemented for forfaiting and securitisation-based financing, as well as traditional financing through conventional credit lines further options were available for debt financing and to safeguard liquidity.

In the financial year 2014/2015, the Deutsche Leasing Group was able to fulfil its payment obligations at all times.

Overall, on the basis of its anchoring in Sparkassen-Finanzgruppe and its stable long-term business relationships with credit institutions, Deutsche Leasing has a solid financing base for its planned future growth.

Within the scope of the **statement of cash flows**, cash and cash equivalents amounted to EUR 276.4 million at the start of the financial year and to EUR 277.9 million at the end of the financial year.

Within the scope of this statement the cash inflow from current business activities amounted to EUR 55.1 million (previous year: cash outflow of EUR - 27.1 million); the cash outflow from investing activities amounted to EUR - 18.6 million (previous year: EUR - 16.6 million). EUR 35.0 million was distributed to the shareholders in the year under review.

Contingent liabilities under suretyships and guarantee agreements amounted to EUR 273.3 million at the end of the financial year (previous year: EUR 391.3 million). On the balance-sheet date, irrevocable loan commitments were valued at EUR 105.1 million (previous year: EUR 112.7 million).

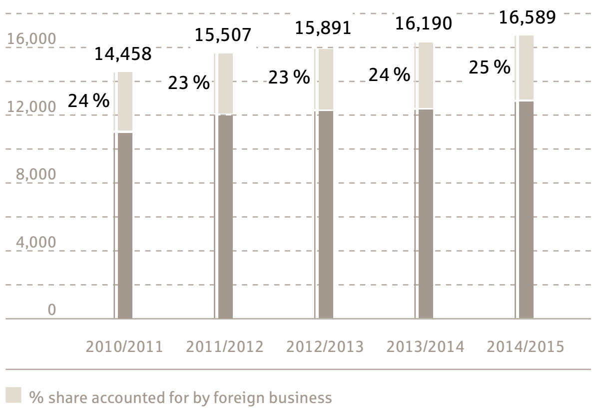
NET ASSET SITUATION

Deutsche Leasing's **consolidated balance sheet total** increased by two per cent or EUR 399 million, from EUR 16.2 billion to EUR 16.6 billion at the end of the year under review. This followed growth in the volume of customer business documented in receivables from customers.

Leasing assets, measured at initial values, amounted to EUR 16.6 billion and were thus at the same level as in the previous year (EUR 16.7 billion). Leasing assets measured at residual carrying amounts – which remain a key element of the consolidated balance sheet total – had the following structure on 30 September 2015, with a breakdown for individual business segments:

Development of consolidated balance-sheet total

EUR million

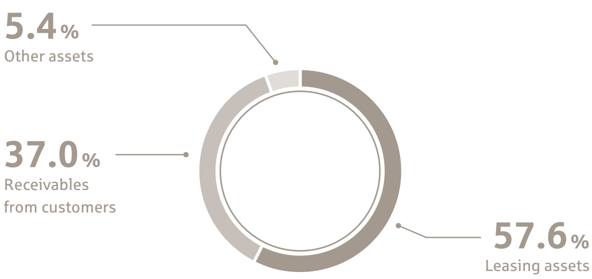


Leasing assets measured at residual carrying amounts	2014/2015		2013/2014		Change	
Business segment	In EUR million	Share in %	In EUR million	Share in %	In EUR million	Share in %
Machinery and equipment	5,003	52	4,854	50	149	3
Road vehicles	2,910	31	2,833	29	77	3
Information and communication technology	1,111	12	1,323	14	-212	-16
Real estate	134	1	248	3	-114	-46
Energy and transport	400	4	397	4	3	1
Total residual carrying amounts	**9,559**	**100**	**9,655**	**100**	**-97**	**-1**

Stable portfolio structure

The breakdown by business segments and central asset items in proportion to the balance-sheet volume developed as follows: The residual carrying amounts of leasing assets accounted for 57.6 per cent of the consolidated balance sheet total (previous year: 59.6 per cent). Receivables from customers (mainly hire-purchase receivables and receivables from banking transactions) amounted to 37.0 per cent of the balance sheet total (previous year: 34.2 per cent). The leasing business of foreign subsidiaries generally involves hire-purchase contracts, in accordance with the German Commercial Code, and are therefore reported in receivables from customers. Assets in foreign subsidiaries represent 25 per cent of the consolidated balance sheet total.

Structure of assets as of 30 September 2015



GENERAL STATEMENT BY THE MANAGEMENT BOARD ON THE ECONOMIC SITUATION

Even in the sometimes challenging outline conditions and an economic environment shaped by the continuing low interest-rate situation, overall in the financial year 2014/2015 the earnings position of the Deutsche Leasing Group matched the expectations of the Management Board. Equity and provisions in accordance with §§ 340g HGB were once again strengthened on a long-term basis.

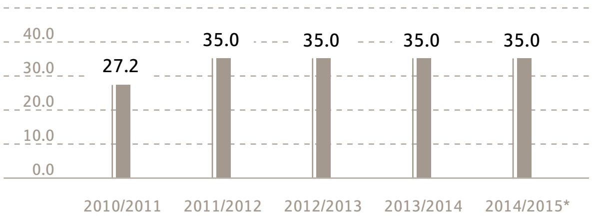
Thanks to the increase in its economic result – the recognised ratio indicating period net income for leasing companies – to EUR 137 million and in its net asset value by EUR 51 million to EUR 1,793 million, through its sustainable business and risk model Deutsche Leasing achieved its income and capital goals.

New business, which was already at a high level, achieved further growth and reached a volume of EUR 8.2 billion.

The financial position of the Deutsche Leasing Group is unchanged and remains solid. Due to its anchoring in Sparkassen-Finanzgruppe and its long-term relationships with credit institutions, Deutsche Leasing has a solid and broadly diversified financing base, including in relation to its planned future growth.

The parent company reported net income for the year of EUR 45.4 million. This provides the basis for the proposal to leave the distribution to the shareholders unchanged at EUR 35.0 million (previous year: EUR 35.0 million), in line with the adopted equity strategy. Deutsche Leasing thus continues to adhere to its sustainable dividend policy, at the same level as in the past few years.

Distribution trend
EUR million



* Proposal

The net asset, financial and earnings position of the Deutsche Leasing Group remains in good order.

Subsequent events

There were no reportable events in the period from 30 September 2015 up to the Management Board's preparation of the consolidated financial statements.

Financial and non-financial performance indicators

FINANCIAL PERFORMANCE INDICATORS

Deutsche Leasing continues to be managed on the basis of a Group-wide integrated logic which focuses on the development of new business as well as its net asset value and equity, with due consideration of risk-bearing capacity.

New business

The development of new business is a key factor in the Deutsche Leasing Group’s activities. New business comprises confirmed transactions within a specific reporting period, including the total historical costs for all associated investment assets.

On the development of new business, please refer to the › “Business performance” chapter.

Net asset value

The net asset value calculation is used as necessary supplementary information in addition to the financial statements prepared in accordance with German commercial law for leasing companies. It enables the disclosure of hidden reserves and hidden liabilities as well as future earnings potential resulting from the volume/portfolio entered into. It thus transcends the inherent weaknesses associated with a profit and loss statement prepared in accordance with commercial law (periodisation, inevitable establishment and release of hidden reserves) and avoids the potential mismanagement which may result from a one-sided P&L focus.

As well as equity, the net asset value includes the earnings potential/profit contributions of future profit and loss statements 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 financial statements, it is a materially essential precondition for an overall assessment and serves as an indicator of a leasing company’s risk coverage potential, as determined on a value-oriented basis. At the same time, as a financial measure of total equity a company’s net asset value is used for financing purposes, i.e. it is mainly used to provide liquidity for the company.

The net asset value calculation is a necessary supplement to the P&L statement prepared in accordance with commercial law and provides the framework for a general indication of net income realised within a given period. This is referred to as the economic result for the period. Deutsche Leasing calculates this figure throughout its Group on the basis of the industry standard developed by Bundesverband Deutscher Leasing-Unternehmen e.V.

On the development of the net asset value, please refer to the › “Earnings position” chapter.

Equity

To ensure adequate economic foundations for its growth objectives and as cover against possible unexpected risks, Deutsche Leasing is continuing to strengthen its equity base on an ongoing basis (including provisions in accordance with §§ 340f and 340g HGB) through its own resources.

On the development of equity, please refer to the › “Earnings position” chapter.

NON-FINANCIAL PERFORMANCE INDICATORS

As well as a sustainable business model, well-qualified, motivated and committed employees both in Germany and other countries and a high level of attractiveness as an employer are critical to the business success of the Deutsche Leasing Group.

The dedication and expertise of Deutsche Leasing's employees are vital to its success in ensuring a high level of satisfaction on the part of its customers and partners. Through comprehensive qualification and training measures, employees and managers are supported in their career and personnel development. Key areas of focus are customer orientation, teaching sales skills and strengthening advisory and asset finance expertise. Moreover, for international business employees also require linguistic and intercultural skills.

All of Deutsche Leasing's employees set great store by its corporate culture and its central values of trust, team spirit, passion and commitment. On the basis of these values, a cultural process has been established throughout the Group, involving all of its employees, so as to prepare it for the future. The four cornerstones of this culture – "Assuming real responsibility", "A market orientation", "A focus on getting things done" and "Learning from errors" – play a key role in the company's targeted and continuous ongoing development. This corporate culture provides the basis for the success of the Deutsche Leasing Group and guarantees an improvement in the level of customer and employee satisfaction.

Employees

On the balance-sheet date, the Deutsche Leasing Group had a total of 2,312 (previous year: 2,199) employees, of which 470 outside Germany (previous year: 448).

The average period of employees' membership of the company in Germany amounted to approx. 10.5 years (previous year: 11.4), with an average age of 44.1 years (previous year: 44.4). The fluctuation rate amounted to 1.6 per cent (previous year: 2.0 per cent) and the sickness level to 4.3 per cent (previous year: 3.7).

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.

Most of the employees of the Deutsche Leasing Group have many years of broad experience in the relevant leasing markets, with their specific challenges. Recruitment, training and retention of employees have become increasingly important due to the demographic trend and the increasing shortage of skilled workers. Deutsche Leasing therefore has a long-term commitment to initial and advanced training, and this represents an important investment in the future. In response to these trends, in the year under review various human resources action fields were developed on the basis of the Group's corporate strategy. This includes the systematic expansion of talent management, the ongoing development of employer branding and the use of innovative recruiting methods.

The international training programme which was newly conceived three years ago is a cornerstone of the Group's policy for fostering young talent: In the year under review, the graduates of the programme's second year were successfully recruited for more advanced positions. Deutsche Leasing currently has 10 trainees (previous year: 9). The second key element is the (dual) system of vocational education: Deutsche Leasing is currently offering 25 apprentices (previous year: 23) an apprenticeship in office administration and also, as dual courses, apprenticeships leading to a Bachelor of Arts degree in International Business Administration (in partnership with the accadis university of applied sciences) or a degree in Business Administration with an integrated bank officer apprenticeship. After successfully completing their training or courses of study, all of Deutsche Leasing's trainees, apprentices and students enrolled on Bachelor degree programmes were offered full-time employment positions.

Besides continuous, future-oriented qualification of employees, safeguarding management excellence at every management level is another core area of focus. Young and upcoming managers in Germany and other countries and also new and established managers are offered tailored and modular Future Leadership Programmes (FLIP) and Leadership Development Programmes (LDP), with the goal of retaining qualified leaders. Even before completing their young managers programme, the participants of the FLiP programme were already able to assume their first leadership roles and thus set out on their envisaged paths, in line with the programmes' intention.

With the broad participation of all of its employees and managers – at every management level – in a wide variety of formats Deutsche Leasing intensively and continuously refined the four cornerstones of its corporate culture: "Assuming real responsibility", "A market orientation", "A focus on getting things done" and "Learning from errors". In more than 120 team workshops, concrete measures, initiatives and activities were produced and implemented with the goal of the ongoing development of the Group's corporate culture in its day-to-day business.

Social commitment

As an important member of Sparkassen-Finanzgruppe, Deutsche Leasing fulfils its social responsibility in various ways, through commitments to art and culture, science, social issues and sport.

Through the company's "Socially Active Employees" (SAM) project, since 2011 Deutsche Leasing employees have demonstrated commitment to social projects on their own initiative. In the financial year 2014/2015 alone, a total of 11 projects were realised. Deutsche Leasing provides financial support for these projects and also assists them by granting leave to participating employees.

In financial year 2014/2015, Deutsche Leasing once again conducted the business game "Business meets school". This business game was developed by Deutsche Leasing apprentices. The participating pupils are able to gain practical experience of the world of business.

Deutsche Leasing continues to support a large number of organisations and associations through donations and funding.

Deutsche Leasing is also actively dedicated to sports funding, such as the German sport aid foundation (Stiftung Deutsche Sporthilfe). As part of Sparkassen-Finanzgruppe, Deutsche Leasing is also an "Olympics Partner for Germany" and thus supports the German Olympics team, the Paralympics team and also Germany's sports badge and elite sports school schemes.

Deutsche Leasing supports a large number of cultural initiatives, e.g. through its commitment to the "Blickachsen" sculpture exhibition in Bad Homburg v. d. Höhe. Particularly notable is Deutsche Leasing's relationship of several years' standing with the Rheingau Music Festival in the form of a premium partnership. The Rheingau Music Festival has enriched the region's cultural scene for many years now, 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 science funding association ensure an active exchange between the realms of theory and practice.

Report on risks and opportunities and forecast report

Report on opportunities

The Deutsche Leasing Group seeks to identify and to assess opportunities at the earliest possible moment and to implement suitable measures to ensure business success.

Deutsche Leasing systematically evaluates organic growth opportunities every year at Group level within the scope of its medium-term planning. This process begins with a comprehensive analysis of the market environment: As well as market potential and customer requirements, general and specific developments in the market and the related environment, competitors and regulatory requirements are considered. The basis for this planning is its business strategy which comprises key aspects of Deutsche Leasing's strategic focus, internal and external factors and also the planned development of its business units. This business strategy is rounded off by a matching risk strategy which encapsulates the principles of its risk policy. These strategies are verified and (if necessary) adjusted every year.

In future, Deutsche Leasing sees growth opportunities in the following areas in particular:

INTRAGROUP BUSINESS

In close cooperation with the savings banks and with the structural involvement of regional associations and advisory boards, intragroup business is undergoing a continuous process of intensification and development. Deutsche Leasing will thus focus on the existing, significant market potential offered by Sparkassen-Finanzgruppe and will exploit this potential more intensively on a long-term basis. SME customers are supported in a target group-focused manner together with the savings banks. Deutsche Leasing's exploitation of the market is supported by a systematic and segment-oriented sales management system.

To ensure a high level of satisfaction on the part of the savings banks and their customers, specific support concepts have been developed in accordance with their respective requirements. Business with smaller corporate, business and commercial customers is a particular area of focus for the next few years.

Envisaged business development is underpinned by efficient processes and systems. For small ticket business, credit and contract processes are combined within a specialised unit (encompassing multiple business units) for transaction volume-based bulk business. This unit supports the business units through standardised, system-supported and cost-efficient procedures and services.

INTERNATIONAL BUSINESS

International business with vendors and support for German companies' foreign activities are another key growth area for Deutsche Leasing.

Due to its strong export focus and the German economy's international presence, Deutsche Leasing also provides international support for its customers through its foreign network. In concrete terms, Deutsche Leasing enters into partnerships with international vendors and assists German companies' foreign direct investment programmes as well as the foreign subsidiaries of German companies. The German business sector's international presence offers market opportunities for the Deutsche Leasing Group which it accesses through its foreign network.

Within Sparkassen-Finanzgruppe, through its International business unit Deutsche Leasing serves as an international asset finance centre of excellence.

FACTORING

Deutsche Leasing sees considerable potential in the factoring business. Purchasing of debt is increasingly significant as a form of financing which supplements the leasing product or as an alternative form of financing, since factoring is an indispensable component of the financing mix for an increasing number of SME companies. Due to the complementary product characteristics of leasing and factoring, there are also synergies affecting customers' requirements and also the Group's customer structure.

For optimal exploitation of the market's potential, factoring is to be further expanded – also with the goal of achieving significant and long-term growth in Sparkassen-Finanzgruppe's share of the factoring market.

Risk report

Risk management supports the management of the Deutsche Leasing Group in the implementation of its business and risk strategy and considers all significant risks and all of the Group's German and foreign companies.

Centralised Risk Management coordinates holistic, company-wide 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 calculation of 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). The head of the Central Risk Management department is responsible for the risk controlling function.

Risk reporting provides quarterly reporting on the development of risk-bearing capacity (RBC) and all key risks. In addition, an ad hoc reporting procedure has been established for information which is significant in terms of risk aspects. Action recommendations for risk control are also provided.

The management receives support and advice in its decision-making on risk-related issues through the central risk board of Deutsche Leasing. Information from the various risk types is jointly presented in this monthly committee.

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 ensured in terms of the relationship between the level of capital available for risk coverage and overall risks. The risk-bearing capacity calculation provides the basis for the Deutsche Leasing Group's risk control strategy. Deutsche Leasing has continued to develop its risk measurement methods as planned, so as to comply with the requirements for modern risk management as well as current regulatory trends. This has resulted in some adjustments to its risk map.

In the financial year 2014/2015, the following individual risk types underwent changes from a methodological point of view: customers' credit risk, counterparty risk, country risk and interest rate risk. Due to these methodological changes, the risk categories counterparty risk and country risk are now classified as significant.

RISK-BEARING CAPACITY

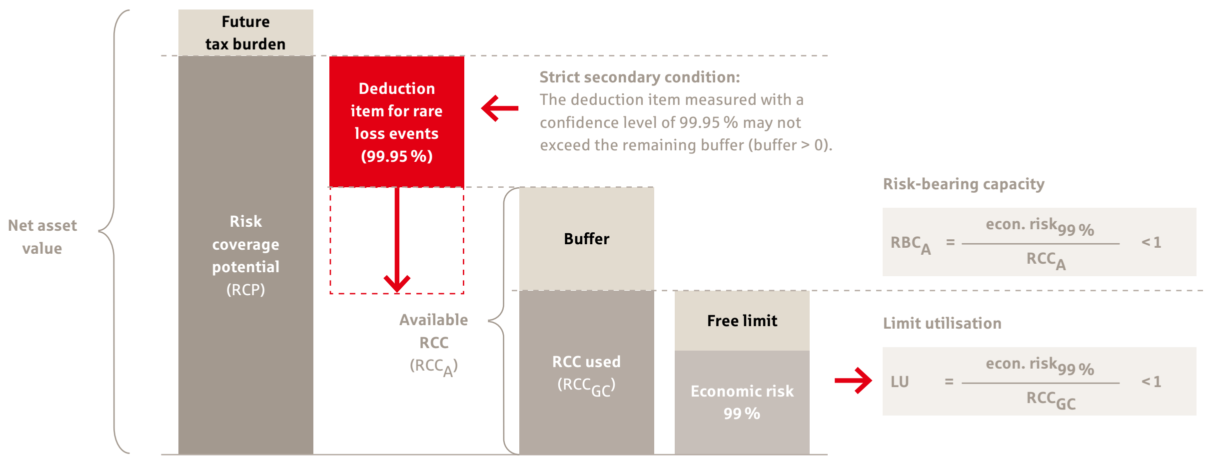
The risk-bearing capacity concept is based on the risk coverage potential calculated in line with the net asset value and a going-concern approach, with a confidence level of 99 per cent. In addition, a deduction item is maintained for coverage of rare loss categories. This is based on a risk calculated with a high level of confidence (99.95 per cent). Due to the methodological changes made at the start of the financial year, the risk bearing capacity (RBC) of the Deutsche Leasing Group as of 30 September 2015 was slightly higher than the figure for the previous year; the Deutsche Leasing Group's RBC was clearly intact.

Limits have been specified for all risk types/categories resulting from the risk inventory within the framework of the risk-bearing capacity concept. The level of limit utilisation shows that there is still sufficient leeway for further risk-taking within the scope of the risk coverage capital used.

Each individual risk complied with the prescribed limit. The risk types credit risk, asset risk, market price risk, operational risk, business risk and translation risk are determined on the basis of VaR methods. The risks determined through a historical stress test and a serious hypothetical stress test (as the aggregate of risk type-specific stress results) were covered by the risk coverage potential. 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 2008/2009 and reflects a serious economic downturn, as required by the minimum requirements for risk management.

In the financial year 2014/2015, risk-bearing capacity and capital requirements planning once again formed a component of the planning process of Deutsche Leasing, which involved inter alia a review of the value-at-risk (VaR) limits. The limits were adjusted for subsequent years; however, overall the total VaR limits for the financial year 2015/2016 remain unchanged.

Risk bearing capacity concept of Deutsche Leasing



LA = limit utilisation; RCC = risk coverage capital; RCC_A= available risk coverage capital; RCC_{GC} = risk coverage capital used; RBC = risk-bearing capacity; RBC_A = risk-bearing capacity as of cut-off date; GC = going concern. The buffer varies in accordance with the development of the net asset value and the level of risk exposure.

CREDIT RISK

Credit risk covers the risk of non-fulfilment of contractually agreed payments or services, resulting in a loss for Deutsche Leasing. Credit risk encompasses the following risk categories: customer's credit risk, counterparty risk, country risk and lessor risk.

ASSET RISK

Asset risk (also referred to as residual value risk) applies for contracts with open residual values. In such contracts, the historical costs for the asset are not fully amortised through the lessee's agreed instalments. Residual value risk refers to the risk of a loss in the event of the selling price realised on the asset at the end of the period negatively deviating from the previously calculated and anticipated selling price, the residual value.

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, commodity prices and resulting variables). At Deutsche Leasing, market price risk is limited to interest rate risk and currency risk.

LIQUIDITY RISK

Liquidity risk at Deutsche Leasing covers the following risk categories: purchasing risk and funding-spread risk. Purchasing risk is the risk of Deutsche Leasing being unable in future to dispose of or borrow sufficient liquid funds to fulfil its payment obligations. Funding-spread risk is the risk of an unanticipated loss resulting from changes in Deutsche Leasing's refinancing curve because new borrowing is only possible at refinancing levels which are significantly higher than expected. Increased funding spreads result from a deterioration in Deutsche Leasing's credit rating or a general worsening of borrowing terms, on grounds relating to the market itself.

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.

INVESTMENT RISK

Investment risk is the risk of unanticipated losses in the event of the market value of an investment falling below its book value.

BUSINESS RISK

Business risk describes the risk of business development yielding lower income and/or higher costs than envisaged and in this respect the depletion of the net asset value at the end of the monitoring period by comparison with the current risk coverage potential as of the reporting date.

OTHER RISKS

Other risks cover the risk of an unanticipated loss which cannot be allocated to credit risk, asset risk, market price risk, liquidity risk, operational risk, equity investment risk or business risk. Other risks include the following risk types:

- **Liability risk:** Deutsche Leasing is exposed to a liability risk in terms of the risk of losses resulting from its position as an owner or importer of assets.

- **Reputation risk:** Reputation risk refers to the risk of losses in the event that the reputation of the Deutsche Leasing Group suffers harm or deteriorates. Such losses may also result, directly or indirectly, from other risk types which have materialised and may amplify these other risk types.
- **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 Group.
- **Translation 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 Group.

Within the scope of the regular risk inventory, materiality analyses have been performed for all of the risks identified, enabling clear categorisation of risks as material and non-material. All quantifiable material and non-material risks will be included in the risk-bearing capacity calculation, in accordance with a conservative approach.

CREDIT RISKS

Deutsche Leasing calculates the value at risk for credit risk on the basis of a credit portfolio model on the 99 per cent quantile.

The credit worthiness structure of Deutsche Leasing's own-risk exposure improved in the financial year 2014/2015. The proportion of top credit ratings (ratings of 1 to 6) was higher than in the previous year (40 per cent), at 42.7 per cent. The development of the credit worthiness structure was stable outside Germany.

As of 30/09/2015, the Group's portfolio by sector remains characterised by a high level of granularity and thus no specific risk concentration. No sector in Germany exceeds the limit laid down in the risk strategy. The sector shares also comply with the limits specified in the risk strategy for the Group's foreign portfolio, even though due to the strategy of supporting vendor partners outside Germany, core sectors are generally more firmly defined here than in Germany.

Following a EUR 1.0 million decrease in the volume of default in the previous year by comparison with the calculated risk costs, in the financial year 2014/2015 the decrease in the volume of default improved significantly to EUR 8.7 million.

ASSET RISKS

Asset risk is calculated for the car portfolio by means of a portfolio model, on the basis of the 99 % quantile. On the other hand, the loss potential in the equip portfolio is determined by means of an expert assessment.

The road vehicles business segment continues to consistently utilise conservative residual value assessments in line with market norms and transfers residual value risks to solvent third-party guarantors in some cases. A high proportion of premium brands in the contract portfolio is ensured. Diversification of makes, models and resale channels and continuous support for contract management have a significant impact on the level of success in reselling vehicles.

Permanent monitoring of the leasing and second-hand car market, stringent use of all available asset management instruments, professional development of sales and organisational structures and processes at AutoExpo and resale analyses which differ in terms of vehicle types and sales channels provide a solid basis for sound residual value management. The residual value assessment is regularly verified by means of external asset-based testing (EurotaxSchwacke GmbH). Positive reselling results were once again achieved, partly thanks to the markdown of residual values in the new business segment in previous years. In some cases, the transaction prices actually realised exceeded the

Risks at Deutsche Leasing

Risk types

Credit risk	Asset risk	Market price risk	Liquidity risk	Operational risks	Investment risk	Business risk	Other risks
Customers' credit risk	Residual value risk - cars	Interest rate risk	Funding-spread risk	Risks resulting from internal procedures, people or systems as well as external factors (including legal and validity risk)	Investment risk	Business risk	Translation risk
Counterparty risk	Residual value risk - EQUIP	Currency risk	Purchasing risk				Reputation risk
Country risk	Residual value risk - ICT						Strategic risk
Lessor risk							Liability risk

Risk category: material risk | material risk which cannot be usefully limited through RCC | non-material risk

figures assumed by external market observers. On grounds of caution, Deutsche Leasing reduced the residual values for new business on model-specific grounds as of 1 October 2015, in order to avoid future portfolio risks.

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 its asset management department.

The results of expiring contracts featuring open residual values were once again positive in the financial year 2014/2015. The agreement of terms and conditions of use and return on a case-by-case basis has had a positive effect on the technical condition of assets leased under operating leasing contracts. Due to geopolitical crises and related economic uncertainty, demand for second-hand assets in good condition remained strong in all market segments.

In its information and communication technology business unit, Deutsche Leasing mainly handles operating leasing contracts with larger SME customers and major customers. A calculation of residual values on the basis of conservative benchmarks enabled additional revenues through contract extensions or sales. These clearly exceeded the calculated values. In view of the continuing stable situation on the IT market in Germany and the high-quality structure of its SME and major customers with strong credit ratings, Deutsche Leasing once again envisages sustained positive business development in 2016. The income realised shows that the Group has succeeded in exploiting the income opportunities available from entering into risks associated with residual values and follow-up business expectations. This is largely attributable to focused asset management.

MARKET PRICE RISKS

In line with the basic principle that financing activities provide for congruent interest rate-optimised financing of customer business, the Deutsche Leasing Group 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.

In terms of currency risks, customer transactions always have same-currency financing. Currency risks therefore apply only temporarily (if at all) during operational execution of transactions or through margin components of customer receivables which are not secured through same-currency financing.

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 an interest rate and currency risk limit in line with the economic risk. This limit is linked with nominal sensitivity limits for operational control of interest rate risk.

a) Interest rate risk

Interest rate risks are subject to operational monitoring and control on the basis of sensitivities (base point value concept), with corresponding limitations in line with the control guidelines. For calculation of the economic risk and for operational management purposes, value-at-risk calculations are performed for open interest rate positions. These calculations are based on the variance/co-variance method and apply differentiating assumptions concerning the holding period of the open interest rate position and the inclusion of equity as a component of the financing portfolio.

b) Currency risk

In Germany, foreign currency risks are limited to a few transactions mainly executed in US dollars and (in a small number of cases) in British pounds, all of which have same-currency financing. The foreign subsidiaries' operating business is likewise financed in the same currency in principle. Transactions not denominated in the euro or in the respective national currency are generally also denominated in US dollars. The risks of exchange range fluctuations which are inherently associated with such transactions generally apply in relation to the profit margin shares included in receivables from customers. These currency risks are measured by means of the value-at-risk method.

LIQUIDITY RISK

The business activities and the continuing growth of Deutsche Leasing Group are also based on permanent availability of liquidity and financing through optimised interest rates. Deutsche Leasing thus adheres to the principle of financing its business at matching 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 purchasing risk, the limits defined for the liquidity risk refer to nominal minimum requirements for free liquidity. 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 purchasing risk liquidity risk is controlled and monitored through liquidity planning which distinguishes between various planning periods.

Overall (and also due to the ECB's monetary policy) a high volume of liquidity was available on the financing markets. In this market environment, Deutsche Leasing continued to expand its relationships with savings banks and with other credit institutions (including business development banks) and increased the scope of available financing lines. At the end of the financial year, these free lines amounted to considerably more than EUR 3 billion and thus exceeded their target levels.

Economic risk resulting from funding-spread risk is quantified on the basis of scenario analyses. This is implemented according to sensitivity calculations (liquidity base point value concept) on the basis of the extension requirements for borrowed funds resulting from the maturity structure for future liquidity inflows and outflows.

OPERATIONAL RISKS

In principle, operational risks may result from any commercial activities and are thus inherent in the business activities of the Deutsche Leasing Group and are particularly dependent on the 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. Moreover, an annual "risk analysis" is conducted to prevent other criminal acts which might jeopardise the Deutsche Leasing Group's net asset situation. This identifies, analyses and evaluates potential gateways for internal and external criminal activities. Deutsche Leasing focuses in particular on the various forms of fraud and on how to prevent it.

Deutsche Leasing has outsourced corporate functions to other companies in accordance with § 25b of the German Banking Act (Gesetz über das Kreditwesen, KWG). A regular risk analysis is performed in case of outsourced activities. This assesses the nature, scope, complexity and risk content of outsourced processes. A risk analysis is performed prior to the conclusion of a new outsourcing agreement or in case of changes to an existing outsourcing agreement. This risk assessment is used to determine whether outsourcing is material or immaterial from the point of view of risk. The assessment method applied for this purpose includes risk-sensitive assessment criteria and distinguishes between the materiality assessment and the assessment of the service provider.

In the financial year 2014/2015, there were no operational risks jeopardising the company's existence.

INVESTMENT RISK, BUSINESS RISK, TRANSLATION RISK

Limits apply for equity investment risk, business risk and translation risk. These had all been complied with as of 30 September 2015.

OTHER RISKS (LITIGATION AND LEGAL RISKS)

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

In summary, subject to unchanged conservative valuation benchmarks Deutsche Leasing has made appropriate provision for all discernible risks in its consolidated financial statements. Non-scheduled depreciation, provisions and valuation adjustments remain adequate and are calculated according to conservative benchmarks. In addition, Deutsche Leasing has established reserves in line with §§ 340f and 340g HGB; it has also established significant hidden risk provisions due to advance expenses typical of the leasing business. Otherwise, no special business model-related risks exceeding the normal level of risk and jeopardising going-concern status are discernible for the Deutsche Leasing Group.

Forecast report for the Deutsche Leasing Group

The German council of economic experts predicts a moderate global economic trend for the calendar year 2016. Thereafter, the economic trend will vary. In the emerging markets, the slowdown in growth is expected to continue for countries such as China and, above all, Russia. Despite an expected turnaround in interest rates in the United States of America, the trend in the industrialised nations will remain robust and maintain momentum, positively influenced by the private consumer sector. World economic growth of approx. 2.6 per cent is expected.

Growth in the Eurozone will continue to be buoyed by the ECB's loose monetary policy. The council of economic experts thus predicts that the economic recovery will continue, with a growth rate of 1.5 per cent. In the event of a decline in the supportive effect of the ECB's economic programme, risks apply for further economic momentum in the Eurozone, since this growth will also remain dependent on external impetus.

According to the forecast of the council of economic experts, the German economy will maintain its current level of performance, supported by private consumer spending. In 2015, the country's economic trend was buoyed by one-off factors (incl. the devaluation of the euro, fall in energy prices etc.). Due to declining growth momentum in the emerging markets, the export sector is only expected to provide marginal impetus. Accordingly, as one might expect companies' investments remain at a moderate level – despite favourable financing terms – due to German companies' strong export focus. The council of economic experts predicts growth of 1.6 per cent.

Deutsche Leasing operates in a market environment which is characterised by a continuing low interest-rate phase with related adverse impacts on new business, earnings and costs. Moreover, competition with banks and leasing companies for SME customers' attractive business remains strong. These customers themselves have large liquidity and capital cushions.

For the financial year 2015/2016, in view of the economic predictions outlined above Deutsche Leasing expects that the overall economic trend will remain stable or achieve marginally positive growth. However, heightened setback risks continue to apply. Moreover, for the next few years a low interest-rate level must be expected which will continue to have an adverse impact. The Management Board predicts a volume of new business growth slightly in excess of the overall economic trend and a slight increase in its continuously rising net asset value. The Group will continue to increase its equity and its provisions in accordance with §§ 340f and 340g HGB.

In view of its market position and its anchoring within Sparkassen-Finanzgruppe, Deutsche Leasing continues to see attractive market opportunities and development potential in the asset finance market. On the basis of its central strategic orientation, Deutsche Leasing sees key growth impetus above all in intragroup business with the savings banks, the further expansion of small ticket business, intensified support for its vendor partners, international business and factoring.

In its focus on its long-term earnings target, it adheres to the conservative risk policy of the Deutsche Leasing Group.

Deutsche Leasing would like to thank its customers, its partners and Sparkassen-Finanzgruppe for this positive and successful relationship in the financial year 2014/2015. Thanks are also due to all of the employees of Deutsche Leasing worldwide who have provided the foundations for another successful financial year on the strength of their performance and their commitment.

Deutsche Sparkassen Leasing AG & Co. KG

Basic information regarding Deutsche Sparkassen Leasing AG & Co. KG

Deutsche Sparkassen Leasing AG & Co. KG is the parent company of the Deutsche Leasing Group. Deutsche Sparkassen Leasing AG & Co. KG essentially pursues the same type of business, in the same operating environment, as the Deutsche Leasing Group. Please refer to the › "Basic information regarding the Deutsche Leasing Group" chapter for further details.

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 in the Savings Banks and SMEs business unit. On 30 September 2015, it had 35 (previous year: 18) 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 Deutsche Sparkassen Leasing AG & Co. KG.

Earnings position

In the financial year 2014/2015, **net income for the year** amounted to EUR 45.4 million (previous year: EUR 45.3 million), with a further increase in the equity base and in the provisions in accordance with § 340g HGB.

Leasing income resulting from leasing and hire-purchase business and from the sale of second-hand leasing assets increased by EUR 233 million, from EUR 4,250 million to EUR 4,483 million, in the financial year 2014/2015 and was thus almost 6 per cent higher than in the previous year. This increase reflected an expansion of the portfolio which was recognised in current earnings.

The level of growth for **leasing expenses** corresponding to the above-mentioned income fell significantly short of the level for leasing income.

Related **depreciation on leasing assets** increased by 4 per cent or EUR 85 million, from EUR 2,354 million to EUR 2,439 million. In principle, scheduled depreciation on newly acquired leasing assets in the period is in line with the term of the underlying leasing contracts.

Interest income improved significantly, from EUR - 87 million to EUR - 65 million, due to the continuing low interest-rate phase and the associated improved conditions for borrowed funds.

The **(gross) profit from leasing, hire-purchase and services business** fell by EUR 11.9 million from EUR 291.8 million to EUR 279.9 million. In particular, this reflected the burdens on the earnings side associated with the lower interest-rate level.

General administrative expenses increased to EUR 200 million in the financial year 2014/2015. Above all, this resulted from the transfer of all of the employees of Deutsche Leasing Finance GmbH to Deutsche Sparkassen Leasing AG & Co. KG which was implemented as of 1 October 2014. The increased allocations to the pension provisions due to the level of interest rates also had a negative impact on the Group's development.

Equity has increased by EUR 10 million, from EUR 606 million to EUR 616 million. Deutsche Leasing is continuing to pursue its strategy of strengthening its equity and has also made further allocations to its fund for general banking risks in accordance with § 340g HGB.

Financial position

The financial position outlined in the › "Financial position" chapter is largely consistent with the financial position of Deutsche Sparkassen Leasing AG & Co. KG.

Net asset situation

The **total assets** of Deutsche Leasing increased slightly on the previous year and amount to EUR 10.7 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 14.0 billion and thus matched the previous year's level (EUR 13.9 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 45.4 million. This income provides the basis for the proposal to distribute a dividend to the shareholders in the amount of EUR 35.0 million (previous year: EUR 35.0 million). Deutsche Leasing thus continues to adhere to its sustainable dividend policy of the past few years, while complying with its adopted equity strategy.

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" chapter is largely consistent with the economic situation of Deutsche Sparkassen Leasing AG & Co. KG.

Subsequent events

The key events occurring after the balance-sheet date are outlined in the › "Subsequent events" chapter.

Financial and non-financial performance indicators

The performance indicators outlined in the › "Financial and non-financial performance indicators" chapter are largely consistent with the performance indicators of Deutsche Sparkassen Leasing AG & Co. KG.

On the balance-sheet date, Deutsche Sparkassen Leasing AG & Co. KG had a total of 1,267 (previous year: 1,061) employees. For further information, please refer to the › "Employees" chapter.

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 consistent with those applicable at the Deutsche Leasing Group. Please refer to the › “Report on risks and opportunities and forecast report” chapter verwiesen.

Forecast report

In general, Deutsche Sparkassen Leasing AG & Co. 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 report” chapter for further information and figures.

Bad Homburg v. d. Höhe, 15 December 2015

Deutsche Sparkassen Leasing AG & Co. KG

represented by its general partner

Deutsche Sparkassen Leasing
Verwaltungs-Aktiengesellschaft

Ostermann Jüngling Laukin Weis

#4

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated financial statements

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Consolidated balance sheet as at 30 September 2015

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

Assets

			As at 30/09/2015	As at 30/9/2014
		EUR	EUR	TEUR
1. Cash reserves a) Cash in hand			49,466.81	47
2. Receivables from credit institutions a) Due daily b) Other receivables		277,859,382.45 31,834,838.00	309,694,220.45	276,399 150,041
3. Receivables from customers			6,139,045,524.57	5,535,423
4. Equities and other non-fixed interest securities			796,670.41	452
5. Investments of which: in credit institutions EUR 135,146,282.30 (previous year: TEUR 126,276)			154,317,003.77	144,883
6. Shares in affiliated companies			13,688,130.37	14,683
7. Leasing assets			9,557,685,154.15	9,655,049
8. Intangible assets a) Concessions, industrial property rights acquired for consideration and similar rights and assets and licenses for such rights and assets b) Goodwill c) Advanced payments		16,457,833.57 603,479.59 3,236,993.94	20,298,307.10	14,755 896 2,390
9. Property, plant and equipment			101,124,664.49	99,298
10. Other assets			280,924,290.13	279,586
11. Prepayments and accrued income			11,011,091.42	15,649
Total assets			**16,588,634,523.67**	**16,189,551**

Equity and liabilities

			As at 30/09/2015	As at 30/9/2014
		EUR	EUR	TEUR
1. Liabilities owed to credit institutions				
a) Due daily		647,467,001.89		722,157
b) With agreed maturity or notice period		9,113,322,678.99	9,760,789,680.88	8,441,462
2. Liabilities owed to customers				
a) Other liabilities				
aa) Due daily		89,104,689.36		108,726
ab) With agreed maturity or notice period		514,757,315.10	603,862,004.46	603,582
3. Liabilities evidenced by securities				
a) Issued bonds			382,500,000.00	337,900
4. Other liabilities			374,567,034.26	363,914
5. Prepayments and accrued income			4,395,188,249.12	4,652,970
6. Provisions				
a) Provisions for pensions and similar obligations		104,815,216.06		89,335
b) Provisions for taxation		25,746,196.27		17,911
c) Other provisions		112,757,777.63	243,319,189.96	108,885
7. Fund for general banking risks			155,000,000.00	114,000
8. Equity				
a) Called-up capital subscribed capital/ equity shares of limited partners		240,000,000.00		240,000
b) Reserves		336,217,138.23		297,571
c) Differences from currency translation		14,549,377.05		13,536
d) Shares of minority interests and unconsolidated subsidiaries		15,209,560.05		12,213
e) Net profit for the year		67,432,289.66	673,408,364.99	65,389
Total equity and liabilities			**16,588,634,523.67**	**16,189,551**

1. Contingent liabilities Liabilities under suretyships and guarantee agreements			273,336,874.06	391,253
2. Other obligations Irrevocable loan commitments			105,084,789.22	112,652

Consolidated profit and loss account for the period from 1 October 2014 to 30 September 2015

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

			2014/2015	2013/2014
	EUR	EUR	EUR	TEUR
1. Leasing income		6,508,171,212.67		6,151,246
2. Leasing expenses		-3,221,202,975.60	3,286,968,237.07	-2,921,533
3. Interest income from				
a) Credit and money market transactions		98,931,121.63		99,161
4. Interest expenses		-200,551,719.43	-101,620,597.80	-232,943
5. Current income from				
a) Investments		10,015,028.74		10,862
b) Shares in affiliated companies		905,448.15	10,920,476.89	3,997
6. Income from profit and loss transfer agreements			3,494,388.70	4,380
7. Commission income		17,794,971.66		15,604
8. Commission expenses		-18,944,483.32	-1,149,511.66	-15,503
9. Other operating income			301,379,893.86	353,588
10. General administrative expenses				
a) Personnel expenses				
aa) Wages and salaries	-170,778,687.40			-163,214
ab) Social security contributions and expenditures for retirement pensions and other benefits of which: for retirement pensions EUR 11,748,500.38 (previous year: TEUR 4,864)	-36,894,886.20	-207,673,573.60		-28,251
b) Other administrative expenses		-120,073,795.34	-327,747,368.94	-117,880
11. Depreciation and valuation adjustments on				
a) Leasing assets		-2,740,594,902.94		-2,673,376
b) Intangible assets and property, plant and equipment		-14,538,645.37	-2,755,133,548.31	-15,319
12. Other operating expenses			-237,059,310.46	-242,934

			2014/2015	2013/2014
	EUR	EUR	EUR	TEUR
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 41,000,000.00 (previous year: TEUR 58,000)			-68,560,550.31	-122,576
14. Income from write-ups on investments, shares in affiliated companies and securities treated as non-current assets			4,117,390.26	-3,048
15. Expenses from profit and loss transfer agreements			-2,470,960.13	-2,107
16. Profit on ordinary activities			**113,138,539.17**	**100,154**
17. Extraordinary profit				
a) Extraordinary income		275,553.66		115
b) Extraordinary expenses		-77,249.71	198,303.95	-130
18. Taxes on income and profit			-41,542,706.25	-31,279
19. Other taxes, not included under Item 10			-3,094,539.22	-2,585
20. Net income for the year			**68,699,597.65**	**66,275**
21. Profits attributable to minority interests and unconsolidated subsidiaries			-3,397,491.87	-1,337
22. Losses attributable to minority interests and unconsolidated subsidiaries			2,130,183.88	451
23. Net profit for the year			**67,432,289.66**	**65,389**

Notes to the consolidated financial statements for the financial year 2014/2015

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

General disclosures

As a financial services provider, Deutsche Sparkassen Leasing AG & Co. KG has prepared its consolidated financial statements for the financial year ending 30 September 2015 in accordance with commercial law provisions (§§ 290 ff. of the German Commercial Code (Handelsgesetzbuch, HGB), the supplementary provisions for credit institutions and financial services providers (§§ 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 on 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 the notes to the consolidated financial statements, 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 97 subsidiaries have been incorporated in the consolidated financial statements. By comparison with the previous year, two subsidiaries were included in the group of consolidated companies for the first time and six subsidiaries were deconsolidated. This has not had any adverse impact on comparability with the previous year.

The subsidiaries which are of minor significance for an assessment of the net asset, financial and profit situation − even collectively – have not been consolidated and have not been valued according to the equity method.

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

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 Baden-Württemberg GmbH	Stuttgart	100.0
Deutsche Leasing Finance GmbH	Bad Homburg v. d. Höhe	100.0
Deutsche Leasing Fleet GmbH	Bad Homburg v. d. Höhe	100.0
Deutsche Leasing für Sparkassen und Mittelstand GmbH	Bad Homburg v. d. Höhe	100.0
Deutsche Leasing Information Technology GmbH	Bad Homburg v. d. Höhe	100.0
Deutsche Leasing International 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 (to 4 December 2014: Bad Homburg v. d. Höhe)	47.4
BHS Bad Homburger Servicegesellschaft mbH	Bad Vilbel (to 3 December 2014: Bad Homburg v. d. Höhe)	100.0
Deutsche Mobilien Leasing GmbH	Bad Homburg v. d. Höhe	100.0
Deutsche Mobilien Vermietungsgesellschaft mbH	Bad Homburg v. d. Höhe	100.0
Deutsche Objekt-Leasing GmbH	Bad Homburg v. d. Höhe	100.0
S-Kreditpartner GmbH	Berlin	33.3
Universal Factoring GmbH	Essen	100.0

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) Limited	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) Limited	London	100.0
Deutsche Leasing (Asia Pacific) Limited	London	100.0
Deutsche Leasing Vostok AG	Moscow	100.0
Deutsche Sparkassen Leasing do Brasil 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**.[1]

[1] The appendices to the notes to the consolidated financial statements are not printed in the annual report. They may be viewed in the electronic version of the German Federal Official 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 intra-Group 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 reported at equity has been calculated by means of the book value method as of the date on which the company became an associated company.

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 is in accordance with the rules laid down in § 340h HGB and §§ 298, 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 298, 300 (2) HGB write-ups are implemented where the grounds for depreciation are no longer applicable.

As a rule, scheduled depreciation on newly acquired leasing assets is in line with the term of the leasing contracts.

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.

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 case of permanent impairment. Leasing goods are subject to non-scheduled depreciation in case of possible risks associated with violations of leasing contracts.

Goodwill is subject to straight-line depreciation over the average residual terms of the respective company's portfolio of contracts, over a period of 7.5 years or 5 years.

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.

Liabilities are valued at their settlement amounts.

Deferred income mainly consists of the selling 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 case of non-monthly leasing instalments, deferred income includes income to guarantee realisation of revenues in accordance with the performance period.

Provisions for pensions have been valued using the projected unit credit method and their reported amounts are based on an actuarial calculation. The provision amount has been calculated in accordance with §§ 253 (2) in conjunction with 298, 300 (2) HGB in conjunction with the German Provisions Discounting Ordinance (Rückstellungsabzinsungsverordnung) with the interest rates for accounting purposes indicated by the German Bundesbank of between 4.07 and 4.58 per cent. This calculation is based on the current Heubeck 2005 G guideline tables and an index-linked salary and pension increase of 2.00 per cent. Provisions for anniversary bonuses have been calculated according to the projected unit credit method, with a discounting rate of between 4.07 and 4.58 per cent and an index-linked salary increase of 2.00 per cent. For calculation of the rate of fluctuation, age- and gender-specific fluctuation probabilities of 2.00 to 4.50 per cent have been applied. Old-age part-time working obligations are calculated by means of discounting rates of between 2.42 and 4.58 per cent and an index-linked salary increase of 2.00 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 complying with specific features in individual countries and 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 calculated 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), the general valuation principles laid down in § 254 HGB will not apply insofar as and for as long as opposite cash flows or changes in value equalise one another. In principle, changes in the values of underlying transactions and hedging instruments will be calculated for the effective portion within the framework of the net hedge presentation method.

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 carryforwards. Timing differences resulting from the company's own balance-sheet items are included as well as those applicable for subsidiary companies. Domestic and foreign subsidiaries which are not included in the tax group are also considered. Tax loss carryforwards are included in the valuation of deferred tax assets if they are expected to be offsettable against taxable income within a period of five years. Deferred taxes are calculated on the basis of the income tax rate for the respective member company of the consolidated group of between 10.00 per cent and 34.00 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 incorporated companies – in 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.

Please see below 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.

Fixed-asset movement schedule

	Historical costs		
	1/10/2014	Additions	Disposals
	EUR	EUR	EUR
1. Equities and other non-fixed interest securities	479,998.34	350,684.09	6,138.00
2. Investments			
Investments in associated companies	136,084,019.02	10,015,028.74	363,955.40
Other investments	8,798,750.24	3,333,781.36	3,497,998.60
	144,882,769.26	13,348,810.10	3,861,954.00
3. Shares in affiliated companies	15,042,437.60	0.00	994,859.23
4. Leasing assets			
Leasing goods	16,423,232,692.13	3,918,741,005.41	4,342,799,991.40
Advanced payments	316,130,403.82	318,297,086.46	0.00
	16,739,363,095.95	4,237,038,091.87	4,342,799,991.40
5. Intangible assets			
Industrial rights	86,785,253.87	7,288,945.93	491,503.09
Goodwill	5,871,218.37	0.00	32,910.09
Advanced payments	2,390,316.34	1,282,646.13	0.00
	95,046,788.58	8,571,592.06	524,413.18
6. Property, plant and equipment			
Buildings on leasehold properties	83,023,025.80	3,811,119.35	1,366.26
Fittings, tools and equipment	53,117,271.62	11,433,083.19	6,305,526.84
Advanced payments	178,068.97	1,305,010.43	14,682.83
	136,318,366.39	16,549,212.97	6,321,575.93
	17,131,133,456.12	**4,275,858,391.09**	**4,354,508,931.74**

	Depreciation/amortisation	Book value		Depreciation/amortisation
Reclassifications	accumulated	30/9/2015	30/9/2014	in financial year
EUR	EUR	EUR	EUR	EUR
0.00	27,874.02	796,670.41	452,124.32	0.00
0.00	0.00	145,735,092.36	136,084,019.02	0.00
0.00	52,621.59	8,581,911.41	8,798,750.24	52,621.59
0.00	52,621.59	154,317,003.77	144,882,769.26	52,621.59
0.00	359,448.00	13,688,130.37	14,682,989.60	0.00
+331,895,576.17	7,075,916,042.27	9,255,153,240.04	9,338,918,711.62	2,740,594,902.94
-331,895,576.17	0.00	302,531,914.11	316,130,403.82	0.00
0.00	7,075,916,042.27	9,557,685,154.15	9,655,049,115.44	2,740,594,902.94
+435,968.53	77,560,831.67	16,457,833.57	14,754,562.35	5,668,458.14
0.00	5,234,828.69	603,479.59	896,102.07	259,712.39
-435,968.53	0.00	3,236,993.94	2,390,316.34	0.00
0.00	82,795,660.36	20,298,307.10	18,040,980.76	5,928,170.53
0.00	11,729,551.90	75,103,226.99	73,755,423.26	2,463,146.27
0.00	33,691,787.04	24,553,040.93	25,364,764.65	6,147,328.57
0.00	0.00	1,468,396.57	178,068.97	0.00
0.00	45,421,338.94	101,124,664.49	99,298,256.88	8,610,474.84
0.00	**7,204,572,985.18**	**9,847,909,930.29**	**9,932,406,236.26**	**2,755,186,169.90**

	30/9/2015	30/9/2014
	EUR	TEUR
Receivables from credit institutions	**309,694,220.45**	**426,440**
a) Due daily	277,859,382.45	276,399
b) With agreed maturity or notice period	31,834,838.00	150,041
ba) up to three months	29,110,423.72	147,321
bb) more than three months and up to one year	0.00	–
bc) more than one year and up to five years	0.00	–
bd) more than five years	2,724,414.28	2,720
Receivables from customers	**6,139,045,524.57**	**5,535,423**
a) up to three months	344,372,942.86	365,197
b) more than three months and up to one year	996,621,160.21	891,494
c) more than one year and up to five years	3,286,650,098.14	2,933,190
d) more than five years	1,254,358,055.56	1,062,734
e) with an indefinite term	257,043,267.80	282,808

	30/9/2015	30/9/2014
	EUR	TEUR
Liabilities owed to credit institutions	**9,760,789,680.88**	**9,163,619**
a) Due daily	647,467,001.89	722,157
b) With agreed maturity or notice period	9,113,322,678.99	8,441,462
ba) up to three months	1,183,642,277.01	1,332,855
bb) more than three months and up to one year	2,337,588,612.17	1,886,063
bc) more than one year and up to five years	4,719,820,768.77	4,457,964
bd) more than five years	872,271,021.04	764,580
Liabilities owed to customers	**603,862,004.46**	**712,308**
a) Due daily	89,104,689.36	108,726
b) With agreed maturity or notice period	514,757,315.10	603,582
ba) up to three months	67,212,198.61	71,479
bb) more than three months and up to one year	176,286,552.83	180,082
bc) more than one year and up to five years	271,258,563.66	330,007
bd) more than five years	0.00	22,014
Liabilities evidenced by securities	**382,500,000.00**	**337,900**
a) up to three months	292,000,000.00	233,000
b) more than three months and up to one year	90,500,000.00	104,900
c) more than one year and up to five years	0.00	–
d) more than five years	0.00	–

Receivables from credit institutions mainly relate to sales of receivables to savings banks and credit institutions which have not yet been settled up. Receivables from shareholders amount to EUR 10.5 million (previous year: EUR 7.9 million).

Of the **receivables from customers**, EUR 4,366.4 million (previous year: EUR 3,926.0 million) relates to leasing and hire-purchase business. Foreign-currency receivables amount to EUR 2,028.4 million (previous year: EUR 1,767.0 million). Receivables from shareholders amount to TEUR 64 million (previous year: TEUR 45).

Of the **property, plant and equipment**, EUR 73.8 million (previous year: EUR 72.9 million) relates to the main administrative headquarters of the Deutsche Leasing Group and EUR 24.6 million (previous year: EUR 25.4 million) to fittings, tools and equipment.

The **other assets** item includes loans to an affiliated company in the amount of EUR 98.3 million and subordinated loans to Opuslambda Ltd., Dublin, in connection with structured financing with a value of EUR 48.9 million. Foreign-currency amounts total EUR 43.7 million (previous year: EUR 40.5 million).

The **accruals and deferrals item** includes prepaid premiums for credit and property insurance in the amount of EUR 1.8 million (previous year: EUR 1.3 million) as well as discounts resulting from issuance of bonds in the amount of EUR 0.1 million (previous year: EUR 0.5 million).

Liabilities owed to credit institutions mainly relate to loans and time deposits and include foreign-currency items in the amount of EUR 1,412.8 million (previous year: EUR 1,324.4 million). In addition, liabilities owed to shareholders amount to EUR 834.1 million (previous year: EUR 597.7 million).

Of the **other liabilities**, liabilities owed to suppliers comprise EUR 270.5 million (previous year: EUR 266.2 million).

Of the total **liabilities**, EUR 246.2 million (previous year: EUR 216.0 million) is secured by means of the transfer of title of leasing goods for security purposes. This is associated with the sale of claims associated with residual values and exclusively relates to the parent company's liabilities owed to credit institutions.

Provisions for pensions and similar obligations have been established for employees and former Management Board members. The reinsurance asset item in the amount of TEUR 162 – reported at its fair value in accordance with §§ 255 (4) Clause 4 in conjunction with 298, 300 (2) HGB – has been fully offset against the pension provisions.

The **other provisions** relate to outstanding payments for the personnel segment and provisions for old-age part-time working and anniversary bonuses and also, in the amount of EUR 14.9 million (previous year: EUR 27.6 million), for leasing business.

Contingent liabilities include liabilities resulting from suretyships and guarantee agreements in connection with the hiving-off of business for financing of cars and leisure vehicles. These amount to EUR 68.5 million.

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

The risk resulting from various payment flows (interest rate, fixed interest-rate period, currency) and changes in value for the underlying transactions (leasing contracts and corresponding financing) is managed by means of these derivatives. For this purpose, Deutsche Sparkassen Leasing AG & Co. KG pools groups of underlying transactions involving one or more hedging instruments as valuation units (portfolio hedge) and hedges any shortfall of cover (net risk position).

The nominal volume of the derivatives corresponds to the value of the liabilities shown in the balance sheet or current leasing claims in the respective valuation units. The term of the derivatives matches the term of the underlying transactions. In principle, these transactions will not be prematurely unwound.

As of 30 September 2015, the nominal value of the derivatives amounted to EUR 1,914.5 million. The total derivatives with negative fair values as of the balance-sheet date amount to EUR 32.2 million (determined by means of the mark-to-market method). Due to the effectiveness of the valuation units, no provisions are established. The derivatives have a maximum remaining term of 8.4 years.

Effectiveness 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, nominally and arithmetically. A documented, appropriate and functional risk management system is also used for these transactions.

Notes on the 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.

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

In the previous year, **interest income** included income from affiliated companies in the amount of TEUR 13. Interest income in the previous year included income in accordance with §§ 277 (5) in conjunction with 298, 300 (2) HGB in the amount of TEUR 8. Of the interest income, EUR 75.1 million (previous year: EUR 78.7 million) relates to Germany and EUR 23.8 million (previous year: EUR 20.5 million) to other countries.

Interest expenses include expenses relating to affiliated companies in the amount of TEUR 316 (previous year: TEUR 600). The interest expenses also include expenses in accordance with §§ 277 (5) in conjunction with 298, 300 (2) HGB in the amount of EUR 5.7 million (previous year: EUR 3.5 million).

Of the **commission income**, TEUR 17,143 is attributable to Germany and TEUR 652 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 69.2 million (previous year: EUR 46.0 million). Of the other operating income, EUR 276.0 million is attributable to Germany and EUR 25.4 million to other countries.

Depreciation of leasing assets includes non-scheduled depreciation in the amount of EUR 9.0 million (previous year: EUR 9.4 million).

The **other operating expenses** mainly comprise services expenses. This item includes expenses not related to the period in the amount of EUR 2.4 million (previous year: EUR 0.9 million).

In the previous year, **taxes on income and profit** included tax expenses not related to the period in the amount of EUR 0.5 million.

Other disclosures

The parent company has issued letters of comfort and loan guarantees for the following subsidiaries 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) Limited	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) Limited	London
Deutsche Leasing Vostok AG	Moscow
Locadora DL do Brasil LTDA	São Paulo

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 subsidiaries Deutsche Leasing (China) Co., Ltd., Shanghai, Deutsche Leasing Vostok AG, Moscow, and Deutsche Leasing ČR, spol. s r.o., Prague. 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.

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

On the balance sheet date, other financial obligations amounted to EUR 2.3 million under lease agreements for branch offices. These lease agreements have a remaining term expiring in 2017.

The spin-off of financing of cars and leisure vehicles has resulted in a liability pursuant to § 133 of the German Conversion Law (Umwandlungsgesetz, UmwG) in the amount of EUR 66 million (previous year: EUR 152 million).

A second-hand car guarantee for a period of 12 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 1,981.4 million (previous year: EUR 1,688.3 million).

In the past financial year the total fee for the auditor amounted to TEUR 2,453 (previous year: TEUR 1,633). This includes auditing services in the amount of TEUR 1,443 (previous year: TEUR 1,382), other assurance services in the amount of TEUR 137 (previous year: TEUR 141), tax advice services in the amount of TEUR 30 (previous year: TEUR 110) and other services in the amount of TEUR 843 (previous year: TEUR -).

Cash and cash equivalents in the statement of cash flows consist of the freely disposable funds from the cash reserves balance-sheet item as well as receivables from credit institutions which fall due on a daily basis.

On average, the company had 1,101 female and 1,107 male employees in the past financial year.

Total remuneration of the members of the Supervisory Board of the parent company amounted to EUR 0.2 million (previous year: EUR 0.3 million). Pension provisions for the former members of the Management Board amount to EUR 3.4 million (previous year: EUR 3.4 million). EUR 0.6 million was paid out in the form of pensions for former members of the Management Board in the current financial year.

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

Alexander Wüerst
Chairman
Chief Executive Officer
Kreissparkasse Köln, Cologne

Dr. Walter Eschle
Deputy Chairman
Deputy Chief Executive Officer
Stadtsparkasse Augsburg, Augsburg

Marina Barth (since December 2014)
Member of the Management Board
Sparkasse Hanover, Hanover

Andreas Bartsch
Chief Executive Officer
Sparkasse Marburg-Biedenkopf, Marburg

Frank Brockmann
Deputy Board Spokesman
Hamburger Sparkasse AG, Hamburg

Rainer Burghardt
Chief Executive Officer
Kreissparkasse Herzogtum Lauenburg, Ratzeburg

Roland Burgis
Deputy Chief Executive Officer
Sparkasse Nürnberg, Nuremberg

Barbara Degenkolb
Team Leader
Deutsche Sparkassen Leasing AG & Co. KG,
Bad Homburg v. d. Höhe

Georg Fahrenschon (since October 2015)
President
Deutscher Sparkassen- und Giroverband e.V., Berlin

Michael Fröhlich (since March 2015)
Deputy Chief Executive Officer
Sparkasse Bielefeld, Bielefeld

Ludger Gooßens (to September 2015)
Managing Director and Member of the Board
Deutscher Sparkassen- und Giroverband e.V., Berlin

Herbert Hans Grüntker (to August 2015)
Chief Executive Officer
Frankfurter Sparkasse, Frankfurt am Main

Hans-Michael Heitmüller
Retired Chief Executive Officer
Deutsche Leasing AG, Bad Homburg v. d. Höhe

Horst Herrmann
Chief Executive Officer
Kreissparkasse Saarlouis, Saarlouis

Michael Huber
Chief Executive Officer
Sparkasse Karlsruhe Ettlingen, Karlsruhe

Karl Jochem Kretschmer (to March 2015)
Deputy Chief Executive Officer
Sparkasse Bochum, Bochum

Hans Jürgen Kulartz
Member of the Management Board
Landesbank Berlin AG, Berlin

Ulrich Lepsch
Chief Executive Officer
Sparkasse Spree-Neiße, Cottbus

Günther Passek
Chief Executive Officer
Sparkasse Trier, Trier

Robert Restani (since November 2015)
Chief Executive Officer
Frankfurter Sparkasse, Frankfurt am Main

Dr. Birgit Roos
Chief Executive Officer
Sparkasse Krefeld, Krefeld

Franz Scholz (to March 2015)
Chief Executive Officer
Kreissparkasse Esslingen-Nürtingen, Esslingen

Rainer Schwab
Works Council Chairman
Deutsche Sparkassen Leasing AG & Co. KG,
Bad Homburg v. d. Höhe

Burkhard Wittmacher (since April 2015)
Chief Executive Officer
Kreissparkasse Esslingen-Nürtingen, Esslingen

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

Friedrich Jüngling

Matthias Laukin

Rainer Weis

The Management Board receives EUR 3.5 million (previous year: EUR 3.2 million) for the performance of its tasks.

The consolidated financial statements are published in the German Federal Official Gazette.

Bad Homburg v. d. Höhe, 15 December 2015

Deutsche Sparkassen Leasing AG & Co. KG

represented by its general partner

Deutsche Sparkassen Leasing
Verwaltungs-Aktiengesellschaft

Ostermann Jüngling Laukin Weis

Statement of cash flows

Deutsche Sparkassen Leasing AG & Co. KG Group

			2014/2015	2013/2014
			EUR million	EUR million
1.		**Result for the period (including earnings interests held by minority interests and unconsolidated subsidiaries)**	**67.4**	**65.4**
2.	+	Depreciation on leasing assets	2,740.6	2,673.4
3.	-	Additions to leasing assets	-4,237.0	-4,009.0
4.	+	Residual book value from disposal of leasing assets	1,593.7	1,214.8
5.	-	Decrease in accrued leasing instalments	-26.6	-14.6
6.		**Depreciation on and changes to leasing assets**	**70.7**	**-135.4**
7.	-	Increase in hire-purchase receivables	-193.5	-55.6
8.	+	Interest received	98.9	99.2
9.	-	Increase in receivables from customers and other assets	-396.3	-298.5
10.		**Changes in hire-purchase and other assets**	**-490.9**	**-254.9**
11.	-	Interest paid	-200.6	-232.9
12.	+	Increase in liabilities owed to credit institutions and liabilities evidenced by certificates	842.4	620.0
13.	-	Decrease in deferred income from sales of receivables	-231.1	-142.4
14.		**Changes in refinancing leasing and hire-purchase**	**410.7**	**244.7**
15.	-	Income tax payments	-31.7	-27.5
16.	+/-	Increase/decrease in provisions	27.2	-31.9
17.	-/+	Decrease/increase in other liabilities	-66.1	37.0
18.	+	Depreciation on intangible assets and property, plant and equipment	14.5	15.3
19.	+	Increase in fund for general banking risks	41.0	58.0
20.	+	Other changes in equity	12.3	2.2
21.		**Changes in equity and other items**	**-2.8**	**53.1**
22.		**Cash inflow/outflow from current business activities**	**55.1**	**-27.1**
23.		Payments for acquisition of intangible assets and property, plant and equipment	-25.1	-23.5
24.		Cash inflow from the sale of intangible assets and Property, plant and equipment	6.5	6.9
25.		**Cash outflow from investing activities**	**-18.6**	**-16.6**
26.		Cash outflow to shareholders	-35.0	-35.0
27.		**Cash outflow from financing activities**	**-35.0**	**-35.0**
		Changes in cash and cash equivalents items nos. (22)+(25)+(27)	**1.5**	**-78.7**
		Cash and cash equivalents at the beginning of the period	**276.4**	**355.1**
		Cash and cash equivalents at the end of the period	**277.9**	**276.4**

Statement of changes in equity

Deutsche Sparkassen Leasing AG & Co. KG Group

	Subscribed capital/equity shares of limited partners	Reserves	Differences from currency translation	Shares of minority interests and unconsolidated subsidiaries	Net profit for the year	Total equity
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
Equity as at 30/09/2013	240,000	274,024	7,484	14,175	60,417	596,100
Charges against earnings *(thereof distribution to shareholders)*					- 60,417 *(35,000)*	- 60,417
Changes in reserves		23,547				23,547
Differences from currency translation			6,052			6,052
Change in capital and earnings interests held by minority interests and unconsolidated subsidiaries				- 1,962		- 1,962
Net profit for the year					65,389	65,389
Equity as at 30/09/2014	**240,000**	**297,571**	**13,536**	**12,213**	**65,389**	**628,709**

	Subscribed capital/equity shares of limited partners	Reserves	Differences from currency translation	Shares of minority interests and unconsolidated subsidiaries	Net profit for the year	Total equity
	TEUR	TEUR	TEUR	TEUR	TEUR	TEUR
Equity as at 30/09/2014	240,000	297,571	13,536	12,213	65,389	628,709
Charges against earnings *(thereof distribution to shareholders)*					- 65,389 *(35,000)*	- 65,389
Changes in reserves		38,646				38,646
Differences from currency translation			1,013			1,013
Change in capital and earnings interests held by minority interests and unconsolidated subsidiaries				2,997		2,997
Net profit for the year					67,432	67,432
Equity as at 30/09/2015	**240,000**	**336,217**	**14,549**	**15,210**	**67,432**	**673,408**

#5

GROUP INFORMATION

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GROUP INFORMATION

Auditor’s report

KPMG AG Wirtschaftsprüfungsgesellschaft has issued the following unqualified auditor’s report for the consolidated financial statements as of 30 September 2015 and the related summarised management report:

We have audited the consolidated financial statements prepared by the Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe, comprising the balance sheet, the income statement, statement of changes in equity, cash flow statement and the notes to the consolidated financial statements and its report on the position of the Company and the Group for the business year from 1 October 2014 to 30 September 2015. The preparation of the consolidated financial statements and the group management report in accordance with German commercial law are the responsibility of the parent company`s management. Our responsibility is to express an opinion on the consolidated financial statements and on the group management report based on our audit.

We conducted our audit of the consolidated financial statements in accordance with § 317 HGB [Handelsgesetzbuch „German Commercial Code“] and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer [Institute of Public Auditors in Germany] (IDW). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the consolidated financial statements in accordance with [German] principles of proper accounting and in the group management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Group and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the consolidated financial statements and the group management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the annual financial statements of those entities included in consolidation, the determination of entities to be included in consolidation, the accounting and consolidation principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements and group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the consolidated financial statements comply with the legal requirements (and supplementary provisions of the shareholder agreement/articles of incorporation) and give a true and fair view of the net assets, financial position and results of operations of the Group in accordance with these requirements. The group management report is consistent with the consolidated financial statements and as a whole provides a suitable view of the Group’s position and suitably presents the opportunities and risks of future development.

Frankfurt am Main, 16 December 2015

KPMG AG
Wirtschaftsprüfungsgesellschaft

Becker
Wirtschaftsprüfer
(German Public Auditor)

Bauer
Wirtschaftsprüfer
(German Public Auditor)

Shareholders
Deutsche Sparkassen Leasing AG & Co. KG

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

As of: February 2016

Supervisory Board
Deutsche Sparkassen Leasing Verwaltungs-Aktiengesellschaft

Georg Fahrenschon, Chairman	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Alexander Wüerst, Deputy Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Frank Brockmann (since April 2015)	Deputy Board Spokesman, Hamburger Sparkasse AG, Hamburg
Franz Scholz (to March 2015)	Chief Executive Officer, Kreissparkasse Esslingen-Nürtingen, Esslingen

Supervisory Board
Deutsche Leasing AG

Alexander Wüerst, Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Georg Fahrenschon, Deputy Chairman	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Frank Brockmann (since April 2015)	Deputy Board Spokesman, Hamburger Sparkasse AG, Hamburg
Franz Scholz (to March 2015)	Chief Executive Officer, Kreissparkasse Esslingen-Nürtingen, Esslingen

As of: February 2016

Supervisory Board
Deutsche Sparkassen Leasing AG & Co. KG

Alexander Wüerst, Chairman	Chief Executive Officer, Kreissparkasse Köln, Cologne
Dr. Walter Eschle, Deputy Chairman	Deputy Chairman Stadtsparkasse Augsburg, Augsburg
Marina Barth (since December 2014)	Member of the Management Board, Sparkasse Hannover, Hanover
Andreas Bartsch	Chief Executive Officer, Sparkasse Marburg-Biedenkopf, Marburg
Frank Brockmann	Deputy Board Spokesman, Hamburger Sparkasse AG, Hamburg
Rainer Burghardt	Chief Executive Officer, Kreissparkasse Herzogtum Lauenburg, Ratzeburg
Roland Burgis	Deputy Chief Executive Officer, Sparkasse Nürnberg, Nuremberg
Barbara Degenkolb	Team Leader, Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe
Georg Fahrenschon (since October 2015)	President, Deutscher Sparkassen- und Giroverband e.V., Berlin
Michael Fröhlich (since March 2015)	Deputy Chief Executive Officer, Sparkasse Bielefeld, Bielefeld
Ludger Gooßens (to September 2015)	Managing Director and Member of the Board, Deutscher Sparkassen- und Giroverband e.V., Berlin
Herbert Hans Grüntker (to August 2015)	Chief Executive Officer, Frankfurter Sparkasse, Frankfurt am Main
Hans-Michael Heitmüller	Retired Chief Executive Officer, Deutsche Leasing AG, Bad Homburg v. d. Höhe
Horst Herrmann	Chief Executive Officer, Kreissparkasse Saarlouis, Saarlouis
Michael Huber	Chief Executive Officer, Sparkasse Karlsruhe Ettlingen, Karlsruhe
Karl Jochem Kretschmer (to March 2015)	Deputy Chief Executive Officer, Sparkasse Bochum, Bochum
Hans Jürgen Kulartz	Member of the Management Board, Landesbank Berlin AG, Berlin
Ulrich Lepsch	Chief Executive Officer, Sparkasse Spree-Neisse, Cottbus
Günther Passek	Chief Executive Officer, Sparkasse Trier, Trier
Robert Restani (since November 2015)	Chief Executive Officer, Frankfurter Sparkasse, Frankfurt am Main
Dr. Birgit Roos	Chief Executive Officer, Sparkasse Krefeld, Krefeld
Franz Scholz (to March 2015)	Chief Executive Officer, Kreissparkasse Esslingen-Nürtingen, Esslingen
Rainer Schwab	Works Council Chairman, Deutsche Sparkassen Leasing AG & Co. KG, Bad Homburg v. d. Höhe
Burkhard Wittmacher (since April 2015)	Chief Executive Officer, Kreissparkasse Esslingen-Nürtingen, Esslingen

As of: February 2016

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

Kai Ostermann	Chief Executive Officer
Friedrich Jüngling	Management Board member
Matthias Laukin	Management Board member
Rainer Weis	Management Board member

Executive Managers and Members of the Management Team

Paul Dillenberger (to March 2015)	Finance
Heinz-Hermann Hellen (since April 2015)	Finance
Nicolaus Newiger	Organisation/Services

Directors of Business Units/Market Units

Michael Velte, Harald J. Frings	Fleet
Christian Bock (since August 2015), Michael Hellmann	Information Technology
Eckhard Creutzburg, Georg Hansjürgens, Thomas Stahl	International
Daniel Juncker	Key Account Management
Dieter Behrens (since October 2014), Ulrich Gerlach, Ulrich Kühler, Frank Speckmann	Savings Banks and SMEs

Directors of Divisions

Norbert Schmidt	Asset Management EQUIP
Tobias Bergmann	Controlling/Investments
Axel Brinkmann	Group Audit
Michael Orth	Middle Office Small Ticket Business
Thomas Remmel	Organisation/Information Technology
Otto Schmitz	Organisation/Information Technology International
Andreas Kaffka	Human Resources
Heinz-Hermann Hellen	Accounting/Tax
Michael Felde	Legal Department
Klaus-Günther Rasch	Domestic Risk Management I
Maik Mittelberg	Domestic Risk Management II
Bernd Schröck	International Risk Management
Helmut Meier-Tanski	Treasury
Ansgar Wagner	Corporate Development
Birgit Probst	Central Risk Management

As of: February 2016

Managing Directors, Subsidiaries/Investments[2]
Germany

Dieter Behrens (since October 2014), Ulrich Gerlach, Ulrich Kühler, Frank Speckmann	Deutsche Leasing für Sparkassen und Mittelstand GmbH
Michael Velte, Harald J. Frings	Deutsche Leasing Fleet GmbH
Friedrich Jüngling, Rainer Weis , Maik Mittelberg (since April 2015), Frank-Dieter Speckmann (since April 2015)	Deutsche Leasing Finance GmbH
Christian Bock (since August 2015), Michael Hellmann	Deutsche Leasing Information Technology GmbH
Eckhard Creutzburg, Georg Hansjürgens, Thomas Stahl	Deutsche Leasing International GmbH
Birgit Trapp, Holger Würk	DAL Bautec Baumanagement und Beratung GmbH
Markus Strehle (Chairman), Kai A. Eberhard, Andreas Geue	DAL Deutsche Anlagen-Leasing GmbH & Co. KG
Helmuth Barth, Michael Velte	AutoExpo Deutsche Auto-Markt GmbH
Karsten Schneider, Dr. Thomas Schneider	Bad Homburger Inkasso GmbH
Heinz-Günter Scheer, Jan Welsch	S-Kreditpartner GmbH
Fedor Krüger	Universal Factoring GmbH

As of: February 2016

[2] selected investments

Managing Directors Subsidiaries/Investments[2]
Other countries

Ursula Leutl, Heinz Scheibenpflug	Deutsche Leasing Austria GmbH
Marc Andries, Fabien Léon Leduc, Nora Vermin	Deutsche Leasing Benelux N.V. Deutsche Leasing Nederland B. V.
Georg Hansjürgens, Rosen Mishev, Neno Stanev	Deutsche Leasing Bulgaria EAD
Mark Belanger, Rainer Völker	Deutsche Leasing Canada, Corp.
Arthur Lung, Linda Tian, Christian Vogt	Deutsche Leasing (China) Co., Ltd.
Radan Havelka, Uta Reichel	Deutsche Leasing ČR, spol. s r.o.
Fabien Léon Leduc	Deutsche Leasing France S.A.S. Deutsche Leasing France Operating S.A.S.
Helmut Meier-Tanski, Thomas Wacker	Deutsche Leasing Funding B. V.
Georg Hansjürgens, Katalin Nyikos, András Trautmann	Deutsche Leasing Hungária Kft. Deutsche Leasing Hungária Zrt.
Annika Christophe, Karsten Reinhard	DL Ibérica EquipRent, S.A. Deutsche Leasing Ibérica, E.F.C., S.A.
Neil Douglas, Dermot Lanigan, John Phillipou	Deutsche Leasing (Ireland) Limited
Marco Brivio, Roberto Quarantelli	Deutsche Leasing Italia S.p.A. Deutsche Leasing Operativo S.r.l.
Krzysztof Brzeziński, Marek Niesmialek	Deutsche Leasing Polska S.A.
Laurentiu Zaharia	Deutsche Leasing Romania IFN S.A. Deutsche Leasing Romania Operational SRL
Radan Havelka, Uta Reichel	Deutsche Leasing Slovakia, spol. s r.o.
Nicklas Karlbom, Jari Poutiainen	Deutsche Leasing Sverige AB
Neil Douglas, John Phillipou	Deutsche Leasing (UK) Limited
Mark Belanger, Rainer Völker	Deutsche Leasing USA, Inc.
Eckhard Creutzburg, Jonas Roever	Deutsche Leasing Vostok AG
Renato Di Chiara, Matheus Gera	Locadora DL do Brasil LTDA Deutsche Sparkassen Leasing do Brasil S.A.

As of: February 2016

Deutsche Leasing Group – The solution experts

Deutsche Sparkassen Leasing AG & Co. KG
Owners: around 400 savings banks, directly or through associated companies

Mobile Equipment/Real Estate Leasing

Deutsche Leasing AG[3]	100 percent
Deutsche Leasing für Sparkassen und Mittelstand GmbH[3]	100 percent
Deutsche Leasing Fleet GmbH[3]	100 percent
Deutsche Leasing Information Technology GmbH[3]	100 percent
Deutsche Leasing International GmbH[3]	100 percent
DAL Deutsche Anlagen-Leasing GmbH & Co. KG	99.8 percent

International Business

Deutsche Leasing Austria GmbH (Vienna)	100 percent
Deutsche Leasing Benelux N.V. (Antwerp)	100 percent
Deutsche Leasing Bulgaria EAD (Sofia)	100 percent
Deutsche Leasing Canada, Corp. (Halifax)	100 percent
Deutsche Leasing (China) Co., Ltd. (Shanghai)	100 percent
Deutsche Leasing ČR, spol. s r.o. (Prague)	100 percent
Deutsche Leasing Ibérica, E.F.C., S.A. **DL Ibérica EquipRent, S.A.** (Barcelona)	100 percent
Deutsche Leasing France S.A.S. **Deutsche Leasing France Operating S.A.S.** (Paris)	100 percent
Deutsche Leasing Funding B. V. (Amsterdam)	100 percent
Deutsche Leasing Hungária Kft. **Deutsche Leasing Hungária Zrt.** (Budapest)	100 percent
Deutsche Leasing (Ireland) Limited (Dublin)	100 percent

As of: February 2016

[3] profit and loss transfer agreement

	Deutsche Leasing Italia S.p.A. **Deutsche Leasing Operativo S.r.l.** (Milan)	100 percent
	Deutsche Leasing Nederland B. V. (Amsterdam)	100 percent
	Deutsche Leasing Polska S.A. (Warsaw)	100 percent
	Deutsche Leasing Romania IFN S.A. **Deutsche Leasing Romania Operational SRL** (Bucharest)	100 percent
	Deutsche Leasing Slovakia, spol. s r.o. (Bratislava)	100 percent
	Deutsche Leasing Sverige AB (Stockholm)	100 percent
	Deutsche Leasing (UK) Limited (London)	100 percent
	Deutsche Leasing USA, Inc. (Chicago)	100 percent
	Deutsche Leasing Vostok AG (Moscow)	100 percent
	Locadora DL do Brasil LTDA **Deutsche Sparkassen Leasing do Brasil S.A.** (São Paulo)	100 percent

Banking

Deutsche Leasing Finance GmbH[3]	100 percent
S-Kreditpartner GmbH	33.3 percent

Factoring

Universal Factoring GmbH	100 percent

Debt Management

BHS Bad Homburger Servicegesellschaft mbH[3]	100 percent
Bad Homburger Inkasso GmbH	47.4 percent

Remarketing

AutoExpo Deutsche Auto-Markt GmbH[3]	100 percent

Deutsche Sparkassen Leasing AG & Co. KG

Mobile Equipment/Real Estate Leasing

Deutsche Leasing AG	Frölingstraße 15–31 61352 Bad Homburg v. d. Höhe Telephone +49 6172 88-00 Fax +49 6172 21332 www.deutsche-leasing.com www.sparkassen-leasing.de
Deutsche Leasing für Sparkassen und Mittelstand GmbH	Telephone +49 6172 88-02 Fax +49 6172 88-2512
Deutsche Leasing Fleet GmbH	Telephone +49 6172 88-01 Fax +49 6172 24465
Deutsche Leasing Information Technology GmbH	Telephone +49 6172 88-4000 Fax +49 6172 88-4088
Deutsche Leasing International GmbH	Telephone +49 6172 88-06 Fax +49 6172 88-2146
DAL Deutsche Anlagen-Leasing GmbH & Co. KG DAL Bautec Baumanagement und Beratung GmbH DAL Structured Finance GmbH Deutsche PPP Holding GmbH	Wilhelm-Theodor-Römheld-Straße 30 55130 Mainz Telephone +49 6131 804-0 Fax +49 6131 804-170 www.dal.de

Banking

Deutsche Leasing Finance GmbH	Frölingstraße 15–31 61352 Bad Homburg v. d. Höhe Telephone +49 6172 88-04 Fax +49 6172 88-2799 www.deutsche-leasing-finance.com
S-Kreditpartner GmbH	Prinzregentenstraße 25 10715 Berlin Telephone +49 30 869711-400 Fax +49 30 869711-401 www.s-kreditpartner.de

As of: February 2016

Factoring

Universal Factoring GmbH	Kreuzerkamp 7 – 11 40878 Ratingen Telephone +49 2102 3081-0 Fax +49 2102 3081-298 www.universal-factoring.com

Debt Management

Bad Homburger Inkasso GmbH	Konrad-Adenauer-Allee 1 – 11 61118 Bad Vilbel Telephone +49 6101 98911-0 Fax +49 6101 98911-500 www.bad-homburger-inkasso.com

Remarketing

AutoExpo Deutsche Auto-Markt GmbH	Rudolf-Diesel-Str. 7 35463 Fernwald Telephone +49 6404 9266-0 Fax +49 6404 9266-700 www.autoexpo.de

As of: February 2016

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