DSSA
Pillar III Disclosure
2018

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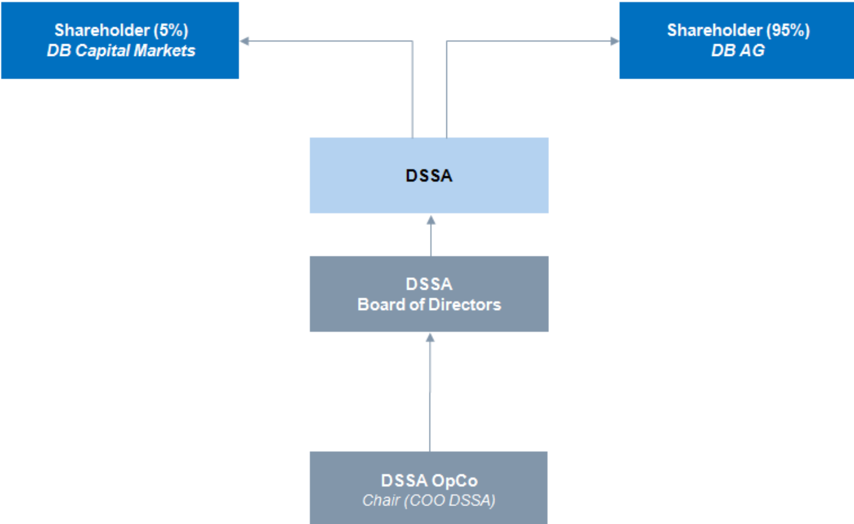
A. SPECIFIC DISCLORURE REQUIREMENTS

1. SCOPE OF APPLICATION

The authorized person for which the below Pillar III disclosures are made is Deutsche Securities Saudi Arabia (DSSA).

The entity is regulated by the CMA and operates under license number 07073-37.

Deutsche Securities Saudi Arabia is a Private Joint Stock Company incorporated in the Kingdom of Saudi Arabia under commercial registration number 1010239773. Below is an organization structure of the entity as at 31 December 2018.



2. CAPITAL STRUCTURE

DSSA has SAR 413m of Tier 1 capital comprised of SAR 532m paid up capital and retained earnings. Shareholders have provided this by subscription to shares in the Authorised Person (DSSA).

Full disclosure of the Tier 1 capital are provided in a separate excel file, on tab Appendix 1. DSSA does not have any Tier 2 capital.

3. CAPITAL ADEQUACY

Deutsche Securities Saudi Arabia's Capital Adequacy is managed through the ICAAP process. The ICAAP is designed to provide an outlook on economic capital demand and thus represents a formal basis for the assessment of capital needs. The results serve as a benchmark against which actual capital development is compared by the relevant local committee.

The local planning process is a dynamic and iterative process articulated in different phases and at different levels. The supply and demand for Deutsche Securities Saudi Arabia's capital is regularly reviewed. Measures are taken, when required, to ensure an adequate supply and demand balance is maintained.

Deutsche Securities Saudi Arabia differentiates between regulatory and economic capital demand. While regulatory capital demand is based on the calculation of risk-weighted assets according to the requirements set out by the local regulator, economic capital demand is based on an internal model based estimate. Both definitions are used to assess capital adequacy.

Management of capital demand

Locally, the relevant committee is responsible for monitoring appropriate capitalization of Deutsche Securities Saudi Arabia, also through the quarterly Risk and Capital Profile review, and is required to take – in cooperation with Treasury – appropriate action if demand for additional capital arises. Treasury further prepares an annual capital plan for each region to early identify upcoming capital demand to align plans.

Management of capital supply

Responsibility for management of the capital supply resides with the local capital and risk committee (ALCO). It ensures compliance with regulatory and group-internal capital requirements. If a potential capital shortfall (or risk of shortfall) is identified, mitigating action is considered (e.g. retention of profits, issuance of subordinated debt, capital injections). Treasury ensure in close alignment with the Management Board, Finance the most efficient and sufficient capital mix from all perspectives.

4. RISK MANAGEMENT

4.1 General Qualitative Disclosure for Risks

Risk identification

For the risk identification process, the risks are assessed on a granular level by the risk management function to cover all material risks the entity may face.

The local Capital and Risk committee triggers the following, more detailed, process on an annual basis:

- The risk categories: credit, market, operational, liquidity, business, reputational, risk concentrations and other risks (if applicable) are described in the RCP report. Identified

risks are reviewed in terms of their impact on the overall risk profile. The severity of the risk is assessed and categorised into low, medium or high based on this description. The core aim of this process is to provide adequate transparency and understanding of the existing and emerging risk issues, and to ensure a holistic cross-risk perspective; and

- Recently identified risks and risks arising from new products are added to the description for each risk class.

On a quarterly basis, the identified risks are monitored and reported in the RCP (Risk and capital profile) report:

- A qualitative assessment is conducted for each risk category identified as relevant for the last quarter, aiming at drawing management attention to important developments;
- An outlook is given on the development of the respective risk category; and
- Key developments of each risk are highlighted.

Oversight of the various categories of risks, as detailed in sections below, fall within the remit of the CRC (Central Risk Contact). The CRC assists in ensuring a holistic view of risks with an entity is maintained as well as providing an additional level of review independent of each of the risk functions.

4.2 Credit Risk Disclosure

Credit risk

Credit risk arises from all transactions where actual, contingent or potential claims against any counterparty, borrower or obligor (which we refer to collectively as "counterparties") exist, including those claims that DSSA plan to distribute[i]. Deutsche Securities Saudi Arabia distinguishes between three kinds of credit risk being default risk, country risk and settlement:

- Default risk is the risk that counterparties fail to meet contractual payment obligations.
- Country risk is the risk that we may suffer a loss, in any given country, due to any of the following reasons: a possible deterioration of economic conditions, political and social upheaval, nationalization and expropriation of assets, government repudiation of indebtedness, exchange controls and disruptive currency depreciation or devaluation. Country risk includes transfer risk which arises when debtors are unable to meet their obligations owing to an inability to transfer assets to non-residents due to direct sovereign intervention.
- Settlement risk is the risk that the settlement or clearance of transactions will fail. It arises whenever the exchange of cash, securities and/or other assets is not simultaneous.

Deutsche Securities Saudi Arabia (DSSA) manages credit risk according to policies and guidelines for DB group. DSSA does not engage in provision of credit facilities. However, a general perspective on the risk management responsibilities, processes and methods are. described below

Credit risk processes

Credit risk appetite is set globally and is broken down to divisions and business. As a result, each credit exposure is authorised only if the relevant business division is satisfied that the exposure meets the pre-set criteria and limits.

CRM carries out risk identification, assessments, management and reporting. The CRM department is independent from the business.

All new credit risks incurred within Deutsche Securities Saudi Arabia have to be approved by individuals with appropriate credit authority (sufficient to cover the entire DB Group exposure according to a "one obligor" principle). All credit risk decisions relevant to Deutsche Securities Saudi Arabia are subject to the approval of Deutsche Securities Saudi Arabia's management and/or Credit Risk Management (CRM).

Past due claims and impaired liabilities

A balance-sheet transaction is considered as defaulted if;

- A provision or
- One of the following problem loan categories: non-accrual, 90 days past due and still accruing, Troubled Debt Restructuring is assigned to this transaction.
- Internal counterparty rating of iCC+ or below has been assigned

A derivative transaction is considered as defaulted, if at least one of the below criteria is met:

- Default under master agreement (e.g. ISDA, PSA, German Master Agreement, etc.)
- Coupons and other derivative cash flows are 90 days past due for reasons of credit
- Restructuring with economic loss for reasons of credit
- Specific Credit Valuation Adjustment (CVA) is booked against the counterparty
- Internal counterparty rating of iCC+ or below has been assigned

An obligor is classified as defaulted if a significant portion of its total or an exposure amount above a certain threshold is flagged as defaulted on transaction level or if the counterparty filed for bankruptcy. Obligor is defined as a legal entity to align with the Basel II KOP.

A financial asset is impaired and impairment losses are recognized when:

- There is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a "loss event"); and
- That "loss event" (or events) has a negative impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. Losses expected as a result of future events, no matter how likely, are not recognized.

Impairments and specific provision determination

An impairment loss is measured as the difference between the asset's current carrying value and the impaired carrying value (being the present value of estimated future cash flows discounted at the asset's original effective interest rate). Whenever a credit default on a derivative occurs, CRM in conjunction with finance will determine the appropriate credit value adjustment (CVA) to be applied. Impairment related CVA must be made where a significant decline in an individual counterparty's credit quality has occurred, such that the counterparty is considered unlikely to pay in full its credit obligations without recourse by Deutsche Bank to actions such as realizing security. Provisioning is also governed by the IFRS9 requirements.

Credit Rating Agencies(CRAs)

CRM use internal ratings as a basis for assessing counterparty credit profiles in order to arrive at credit decisions. Where available, external agency (Moodys / Fitch / S&P) opinions are taken into account as part of the due diligence process, however the official rating analysis is performed using DB's internal rating methodology. The purpose of the rating analysis is to document and to establish an annual internal probability of default rating at the counterparty level.

DB has various rating scorecards and rating methodologies to assess different types of entities including corporate clients, sovereigns and sub-sovereigns, and financial institutions (banks, insurance companies, broker dealers, fund managers, pension funds, exchanges and clearing houses). DB also uses internal methodologies to rate specialized asset classes including securitization and commercial real estate.

Netting Treatment

Where the appropriate legal opinion has been obtained, and netting has been approved the relevant jurisdiction, the exposure value will be calculated on a net basis across all products covered by a particular CSA. Where netting has not been approved, the exposure will be calculated on a gross basis.

Collateral

Collateral Management (CM) are responsible for the sign off on new collateral agreements from an operational perspective, management of collateral related issues, collateral margin processing, to provide margin support by handling margin calls and collateral substitutions and for ensuring that the terms of the collateral arrangements with counterparties are fully implemented at all times and the settlement and perfection of collateral assets.

The DSSA standard for acceptable collateral includes currencies of major developed markets and highly liquid, easily priced, capital efficient marketable securities, which should be held either by Deutsche Bank or our preferred third party custodians. Non-standard collateral types will be considered on a case by case basis subject to approval from the relevant infrastructure / business divisions.

Concentration of collateral by currency, issuer or asset class is monitored via regular, reports prepared by Collateral Management. In the normal course of business, Eligible Collateral types are strictly controlled and subject to haircuts against market value. This represents the Bank's primary means of avoiding undue concentration in less liquid currencies or non-cash types of collateral.

When counterparty risk and/or an exposure profile is closely correlated with the collateral types that are being accepted (ie wrong way risk), haircuts are re-assessed to ensure the appropriate level is applied to compensate from correlation between collateral and the obligor. Where correlation is deemed material, CRM may choose not to assign any value to the correlated collateral.

Quantitative Disclosures

The capital requirements under the local regulations are provided in a separate excel file Appendix IV and V.

4.3 Market Risk Disclosure

Market risk arises from the uncertainty concerning changes in market prices and rates (including interest rates, equity prices, foreign exchange rates and commodity prices), the correlations among them and their levels of volatility. The following types of market risk are distinguished:

- Interest rate risk (including credit spread risk);
- Equity risk;
- Foreign exchange risk;
- Commodity risk; and
- Other Market Risk.

Market risk in both its trading and non-trading activities, by making markets and taking positions in debt, equity, foreign exchange, other securities and commodities as well as in equivalent derivatives. More specifically, DB considers market risk separately for the following three components:

- **Market risk (MR)** arises from market movements in pricing parameters of fair value assets and liabilities from balance and off-balance sheet positions;
- **Traded default risk (TDR)** arises from defaults and rating migrations (and subsequent valuation changes):
- **Counterparty credit risk/Credit Valuation Adjustment (CVA)** arises from the volatility of the market value of a counterparty's positions due to the possibility of the counterparty's default.

The MRM organisation comprises of central functions, business line teams within Group divisions.

Market risk responsibilities and processes
Market risks are monitored against specific limits set. The following market risk types are typically monitored by MRM: interest rate risk, currency risk, equity risk, commodity risk and their associated volatilities. The types of risks that are assumed by Deutsche Securities Saudi Arabia may include one or more of these market risk types.

Market risk monitoring
Market risk measures are calculated and exposures monitored against the established limits

Quantitative Disclosures
The capital requirements for the trading book and business risks in respect of business activities are detailed in a separate excel file on tab Appendix II:

4.4 Operational Risk Disclosure

Operational risk arises from losses resulting from inadequate or failed internal processes, people and systems or from external events. This definition includes legal risk, but excludes business and reputational risk.

DSSA enhanced its capabilities in Operational Risk Management ("ORM"), in conjunction with the Three Lines of Defence ("3LoD") Program. This included the increased clarification of the roles and responsibilities of the first and second line in managing operational risk, strengthening governance and delivery of improved tools to support risk identification and assessment.

Deutsche Securities Saudi Arabia manages operational risk based on a consistent framework that enables the organisation to determine the OR profile in comparison to the risk appetite and systematically identify OR themes and to define appropriate risk mitigation measures and priorities. The main principles of OR are detailed below:

<u>Principle I</u>
Risk Owners have full accountability for their operational risks and have to manage against a defined risk specific appetite. Risk owners are defined to be: First LoD (All business divisions) for all of their operational risks and second LoD (Infrastructure Functions), for the operational risks that arise in their control processes.

Risk owners are accountable for managing all operational risks in their business/processes with an end-to-end process view, within defined operational risk specific appetite and for

identifying, establishing and maintaining first level controls. In addition they mitigate identified and assessed risk within the risk specific appetite through remediation actions, insurance, risk acceptance or by ceasing/reducing business activities.

Divisional Control Officers ("DCO") support the Risk Owners. They are responsible for embedding the framework within the relevant business division or infrastructure function. They assess the first level controls effectiveness, monitor the aggregated risk profile and put the appropriate control and mitigating actions in place within the relevant division. The DCOs also establish appropriate governance forums to oversee the Operational Risk (OR) profile and support decision

Principle II

Risk Type Controllers (Second LoD control functions) establish the risk management framework and define specific Risk Appetite statements for the Risk Type they own and perform independent controls. Risk Type Controllers are independent second LoD control functions which control specific risk types as identified in the risk taxonomy. We are working towards full implementation of these responsibilities.

The Risk Type Controllers are responsible for establishing an effective risk management framework for the risk type, including setting and monitoring minimum control standards. They challenge, assess and report risks within their risk types and set the risk specific appetite in accordance with the Risk Appetite statement.

Principle III

Operational Risk Management establishes and maintains the Operational Risk Management Framework. ORM develops and maintains the framework, defining the roles and responsibilities for the management of operational risk across DSSA and for defining the process to identify, assess, mitigate, monitor, report and escalate operational risks. ORM also maintains an operational risk taxonomy and oversees the completeness of coverage of risk types identified in the taxonomy by 2nd Line Control Functions. It also monitors execution and results of DSSA Risk and Control Assessment process and operational risk concentrations.

Principle IV

Operational Risk Management aims to maintain sufficient capital to underpin Operational Risk. ORM is accountable for the design, implementation and maintenance of an appropriate approach to determine a sufficient level of capital demand for Operational Risk.

Managing Our Operational Risk

We manage operational risk using the Operational Risk Management framework which enables us to determine our operational risk profile in comparison to our risk tolerance, to systematically identify operational risk themes and concentrations, and to define risk mitigating measures and priorities.
In order to cover the broad range of risk types underlying operational risk, our framework contains a number of operational risk management techniques. These aim to efficiently manage the operational risk in our business and are used to identify, assess and mitigate operational risks:

- Loss Data Collection: The continuous collection of operational risk loss events, as a prerequisite for operational risk management, includes detailed analyses, the identification of mitigating actions, and provision of timely information to senior management. All losses above a threshold are logged in our system ("dbIRS").

- The Lessons Learned process is triggered for events, including near misses, above a specified threshold. This process includes, but is not limited to:
  - systematic risk analyses, including a description of the business environment in which the loss occurred, previous

events, near misses and event-specific Key Risk Indicators (“KRI”),
  - root cause analysis,
  - review of control improvements and other actions to prevent or mitigate the recurrence.
  - assessment of the residual risk exposure.

The execution of corrective actions identified in this process are systematically tracked and reported monthly to senior management.

- Scenario Analyses: We complete our risk profile using a set of scenarios including relevant external cases provided by a public database and additional internal scenarios. We thereby systematically utilize information on external loss events occurring in the banking industry to prevent similar incidents from happening to us, for example through particular deep dive analyses or risk profile reviews.
- Emerging Risk Identification: We assess and approve the impact of changes on our risk profile as a result of new products, outsourcing activities, strategic initiatives as well as material systems and process changes. Once operational risks are identified and assessed, they are compared to the relevant specific risk appetite statement and either mitigated or accepted. Risks which violate applicable national or international regulations and legislation cannot be accepted; once identified, such risks must always be mitigated.
- Risk Mitigation: When we implement risk mitigating measures, we systematically monitor their resolution. Residual operational risks rated significant or above need to be accepted by the risk bearing division and reviewed for decision by ORM.
- We perform Top Risk Analyses in which the results of the aforementioned activities are considered. The Top Risk Analyses are a primary input for the annual operational risk management strategy and planning process and aim to identify our most critical risks in terms of probability and severity.
- Key Risk Indicators are used to monitor the operational risk profile and alert the organization to impending problems in a timely fashion. KRIs enable the monitoring of DSSA control culture and business environment and trigger risk mitigating actions. They facilitate the forward looking management of operational risks, based on early warning signals.

Additional functions, methodologies and tools implemented by the responsible second line Risk Type Controllers are utilized to complement the Operational Risk Framework and specifically address the risk types. These include but are not limited to:
- Legal Risk. A Legal Risk Management (“LRM”) function within our Legal Department is exclusively dedicated to the identification and management of legal risk. It undertakes a broad variety of tasks aimed at proactively managing legal risk, including: devising, implementing and overseeing an annual Legal Risk Assessment Program analyzing existing and historic legal risks; agreeing and participating in resulting portfolio reviews and mitigation plans; and administering the Legal Lessons Learned process.
- The operational risk from outsourcing is managed by the Vendor Risk Management (“VRM”) Process. The outsourcing risk is assessed and managed for all outsourcing arrangements individually, following our Vendor Risk Management Policy and in line with the Operational Risk Management Framework.
- Fraud Risk is managed based on the legal and regulatory requirements via a risk based approach, governed by our Anti-Fraud Policy and corresponding Compliance and Anti-Money-Laundering (“AML”) framework.

- We manage Business Continuity Risk with its Business Continuity Management ("BCM") Program which outlines core procedures for the relocation or the recovery of operations in response to varying levels of disruption. Within this program, each of our core businesses functions and infrastructure set up, maintain and periodically test business continuity plans to promote continuous and reliable service.
- The Operational Risk in Technology is managed standards for IT management. Applications and IT infrastructure are catalogued and assessed on a regular basis. Stability monitoring is established. Key outcomes of the established assessment and control environment are used as input for KRIs or self-assessments

Quantitative Disclosures

The capital requirements for operational risk according to the regulatory approach adopted are detailed in a separate excel file on the Appendix II tab.

Liquidity risk assessment

The main business of DSSA is equity swaps trading on behalf of clients, all pre-funded by clients in accordance to regulatory requirements. Thus, the entity possesses very low liquidity risk.

As such, Treasury has concluded that there is no current need for DSSA specific liquidity stress tests. Any changes to business model of DSSA will instigate a liquidity risk assessment review and the need to implement a stress test.

Liquidity management tools

Periodic review of the cash position funding and facilities is performed to asses if there has been any significant change that warrant a liquidity assessment review and escalation to the relevant governance bodies.

4.5 Liquidity Risk Disclosure

Funding

DSSA has obtained funding lines from Deutsche Bank AG available to DSSA in normal as well as stressed times. Following changes in the market (settlement on a T+2 basis with the exchange Tadawul) and the business structure, DSSA has received an increased the money market funding line from EUR 50 Mio to EUR 245 Mio from its parent company for funding up to 1 year.

Deutsche Bank performs regular liquidity stress tests on Group level, which are designed to ensure that the Bank can survive predefined stress events (market-wide, Bank-specific and a Combination of both); Those stress tests include liquidity risk relevant positions of DSSA

Quantitative Disclosures

DSSA is capitalized with SAR 413m of Tier 1 capital. The majority of funds are held in short term accessible deposits with an onshore bank. In addition DSSA has a funding line of EUR 245 Mio in place with Deutsche Bank AG in order to satisfy further liquidity requirements. Details on cash deposits are available in Appendix I to V in the separate excel file.

APPENDIX 1- Disclosure on Capital Base

Capital Base	SAR '000
Tier-1 capital	
Paid-up capital	532,235
Audited retained earnings	-78,144
Share premium	0
Reserves (other than revaluation reserves)	6,264
Tier-1 capital contribution	0
Deductions from Tier-1 capital	-47,085
Total Tier-1 capital	**413,270**
Tier-2 capital	
Subordinated loans	0
Cumulative preference shares	0
Revaluation reserves	0
Other deductions from Tier-2 (-)	0
Deduction to meet Tier-2 capital limit (-)	0
Total Tier-2 capital	**0**
TOTAL CAPITAL BASE	413,270

APPENDIX 2- Disclosure on Capital Adequacy

Exposure Class	Exposures before CRM SAR '000		Net Exposures after CRM SAR '000	Risk Weighted Assets SR '000	Capital Requirement SAR '000
Credit Risk					
On-balance Sheet Exposures					
Governments and Central Banks	8,468			1,694	237
Authorised Persons and Banks	490,894		490,894	119,280	16,699
Corporates					
Retail					
Investments					
Securitisation					
Margin Financing					
Other Assets	6,844		6,844	31,304	4,383
Total On-Balance sheet Exposures	506,206		497,738	152,278	21,319
Off-balance Sheet Exposures					
OTC/Credit Derivatives					
Repurchase agreements					
Securities borrowing/lending					
Commitments					
Other off-balance sheet exposures					
Total Off-Balance sheet Exposures	0		0	0	0
Total On and Off-Balance sheet Exposures	506,206		497,738	152,278	21,319
Prohibited Exposure Risk Requirement	0		0	0	0
Total Credit Risk Exposures	506,206		497,738	152,278	21,319
Market Risk	Long Position	Short Position			
Interest rate risks					
Equity price risks					
Risks related to investment funds					
Securitisation/resecuritisation positions					
Excess exposure risks					
Settlement risks and counterparty risks					
Foreign exchange rate risks	2,697	-29,678			3,830
Commodities risks.					
Total Market Risk Exposures	2,697	-29,678			3,830
Operational Risk					19,704
Minimum Capital Requirements					44,853
Surplus/(Deficit) in capital					368,417
Total Capital ratio (time)					9.21

APPENDIX 3- Disclosure on Credit Risk Weight

Risk Weights	Exposures after netting and credit risk mitigation												
	Governments and central banks	**Administrative bodies and NPO**	**Authorised persons and banks**	**Margin Financing**	**Corporates**	**Retail**	**Past due items**	**Investments**	**Securitisation**	**Other assets**	**Off-balance sheet commitments**	**Total Exposure after netting and Credit Risk Mitigation**	**Total Risk Weighted Assets**
0%													
20%	8,468		464,517									472,985	94,597
50%													
100%			26,377									26,377	26,377
150%													
200%													
300%										4,242		4,242	12,726
400%													
500%													
714% (include prohibited exposure)										2,602		2,602	18,578
Average Risk Weight			24%							457%		30%	
Deduction from Capital Base													

APPENDIX 4- Disclosure on Credit Risk's Rated Exposure

Exposure Class	Long term Ratings of counterparties							
	Credit quality step	1	2	3	4	5	6	Unrated
	S&P	AAA TO AA-	A+ TO A-	BBB+ TO BBB-	BB+ TO BB-	B+ TO B-	CCC+ and below	Unrated
	Fitch	AAA TO AA-	A+ TO A-	BBB+ TO BBB-	BB+ TO BB-	B+ TO B-	CCC+ and below	Unrated
	Moody's	Aaa TO Aa3	A1 TO A3	Baa1 TO Baa3	Ba1 TO Ba3	B1 TO B3	Caa1 and below	Unrated
	Capital Intelligence	AAA	AA TO A	BBB	BB	B	C and below	Unrated
On and Off-balance-sheet Exposures								
Governments and Central Banks			8,468					
Authorised Persons and Banks		429,161		61,733				
Corporates								
Retail								
Investments								
Securitisation								
Margin Financing								
Other Assets								
Total	0	429,161	8,468	61,733	0	0	0	0

APPENDIX 5- Disclosure on Credit Risk Mitigation (CRM)

Exposure Class	Exposures before CRM	Exposures covered by Guarantees/ Credit derivatives	Exposures covered by Financial Collateral	Exposures covered by Netting Agreement	Exposures covered by other eligible collaterals	Exposures after CRM
Credit Risk						
On-balance Sheet Exposures						
Governments and Central Banks	8,468					8,468
Authorised Persons and Banks	490,894					490,894
Corporates						
Retail						
Investments						
Securitisation						
Margin Financing						
Other Assets	6,844					6,844
Total On-Balance sheet Exposures	506,206	0	0	0	0	506,206
Off-balance Sheet Exposures						
OTC/Credit Derivatives						
Exposure in the form of repurchase agreements						
Exposure in the form of securities lending						
Exposure in the form of commitments						
*Other Off-Balance sheet Exposures						
Total Off-Balance sheet Exposures	0	0	0	0	0	0
Total On and Off-Balance sheet Exposures	506,206	0	0	0	0	506,206