



**Best
Bank
2008**



Deutsche Bank Group in Indonesia

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Deutsche Bank Group (Deutsche Bank) first established a presence in Indonesia in 1969 and has since built a leading investment banking presence, encompassing a wide range of products and services offered by the bank's global platform.

Occupying its own impressive building in the heart of Jakarta's central business district, Deutsche Bank was one of the few international investment banks that remained fully committed to Indonesia during the Asian financial crisis of 1997/98, and now employs over 300 professionals in its offices in Jakarta and Surabaya.

Deutsche Bank's role in helping the local banking sector re-capitalise and balance risk during the Asian crisis has seen it foster strong relationships with local entities. It was an advisor on the merger and recapitalisation of four-state owned banks in the formation of Bank Mandiri, and was instrumental in the Government's first local currency bond issue – which helped create the Indonesian local currency bond market and saw Deutsche gain the reputation of a pioneer in local markets.

Since then, the Bank played a key role in the 2004 Republic of Indonesia sovereign bond, and has been involved in other sovereign deals, including a USD2.2 bn deal in June 2008, and a USD1.5 bn deal in February 2007. The Asset's 2008 Asian Currency Bond Benchmark Survey saw Deutsche Bank ranked number one across the Indonesia Rupiah Bonds categories of Overall Government and Corporate Bonds; Corporate Bonds; and Government Bonds.

The Bank's integrated business model in Indonesia sees Deutsche providing a range of products and services to its local clients, from raising equity or debt capital to providing cash management and trade finance services. This is best illustrated by a series of repeat mandates for Indonesian shipping company, Berlian Lanju Tanker (BLT). The Bank helped BLT raise a total of USD642 mn over a period of eight months, via: a USD117 mn follow-on primary listing in Singapore in October 2006; a USD400 mn bond issue in April 2007; and a USD125 mn convertible bond issue in May 2007.

Previously, in late 2005, it worked closely with BLT on the first convertible bond issue since the Asian financial crisis.

For its efforts in capital markets Deutsche Bank was awarded Best Equity House in Indonesia in the 2007 Euromoney Awards for Excellence, Best Debt House in Indonesia in the 2007 Asian Asset Awards, and Best Equity House in the 2006 Asian Asset Awards. More recently, Deutsche Bank jointly priced the USD300 mn IPO for PT Indika Energy TBK in May 2008, and in June 2007, completed one of the country's largest IPOs since the financial crisis, with a USD427 mn deal for Indonesia's biggest media company, Media Nusantara Citra (MNC). The Bank has also carried out significant equity transactions for PT Perusahaan Pengelola Aset (Persero) (PPA) – all sell-downs in the stakes held in Bank Central Asia, Bank Permata and Bank Internasional Indonesia.

Deutsche Bank maintains a full service equity research and brokerage business in Indonesia providing insight and analysis on a range of

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Indonesian companies and industries. Its local research team was ranked No.3 overall in the Institutional Investor survey 2009; No.3 overall in the Country Research and No.3 overall Analyst in the 2008 Asiamoney Brokers Poll.

Deutsche's Global Transaction Banking business has a commanding position in Indonesia with a dominant share of the domestic custody market, and was awarded Best Domestic Custodian in Indonesia by The Asset in its 2009 and 2008 Transaction Banking Awards, and the Islamic Banking Special Award for "The biggest and the most active custodian consulting bank for Islamic funds" at the Karim Business Consulting 2008 Islamic Finance Award and Cup.

The Bank maintains an office in the country's traditional energy centre, Surabaya, to more effectively provide its clients from this sector with cash management, custody and trade finance products and services. Deutsche Bank's integrated investment banking platform allows the Bank to structure and execute large and complex transactions for its Indonesian clients and provide ongoing support for a range of capital management, risk and liquidity needs. No other foreign bank in Indonesia has such breadth of capability.

In private wealth management Deutsche's on-shore presence in Jakarta means private clients can enjoy access to the Bank's global resources and investment expertise.

Deutsche Bank was recently named No.1 in nine categories in Asia in the 2009 Asiamoney Private Banking Poll.

Importantly, Deutsche Bank is an active contributor in the communities in which it operates and the Deutsche Bank Asia Foundation has extensive operations in Indonesia.

As part of Deutsche Bank's broader corporate social responsibility in Indonesia, it recently partnered with the Sampoerna Foundation to launch Lombok's first professional teacher development programme. The Adopt a Teacher Programme - commissioned by Deutsche Bank and implemented by the Sampoerna Foundation Teacher Institute (SFTI) - is focused on enhancing the quality of teachers in the district of West Lombok in Nusa Tenggara Barat (NTB). More than 150 teachers and principals from 32 schools in West Lombok are expected to benefit from this 15-month training initiative. Through its disaster relief funding for Aceh, Deutsche Bank previously worked with Sampoerna Foundation to support a Teacher Education Training programme for approximately 320 teachers and a school rehabilitation and reconstruction project in Yogyakarta.

Since 2007, Deutsche Bank has committed funds to the Yayasan Kampus Diakoneia Modern (KDM) facility in Pondok Gede, Jakarta and continues to support their initiatives. The KDM facility provides shelter and education for approximately 110 street children, orphans and

abandoned children through dormitory, school, hospital and vocational training programmes.

The Bank has been one of the largest corporate donors following natural disasters such as the 2004 Tsunami and 2006 earthquake in Java, committing over IDR30 bn (EUR2.5 mn) to local aid relief. This excludes monies donated to international organisations.

