



Deutsche Bank Group in Malaysia

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Deutsche Bank first established a presence in Kuala Lumpur in 1967. Over the last 40 years the Bank has grown significantly and now employs around 150 staff.

Deutsche Bank offers a comprehensive range of services in Malaysia, particularly across its Global Markets business. This includes sales, equity research, trading in asset classes such as foreign exchange, fixed income, credit and derivatives. The Bank also operates across the traditional corporate and investment banking businesses including debt origination, securities custody and lending, and cash management.

This local presence is complemented by the strength and support of Deutsche Bank Group's global network, which can access international markets on behalf of its domestic clients. Key transaction highlights include:

- August 2008 – USD1.7 billion deal which saw Malaysia-based mobile telecommunications operator TM International Berhad subscribe to a 14.99% stake in India's Idea Cellular Limited for USD 1.7bn. The transaction also included an open offer for India's Spice Telecom for USD 129m, and the subsequent merger of Spice with Idea.

- March 2008 – USD646 million transaction for Khazanah Nasional, via the sale of USD550 million of Islamic bonds exchangeable into shares of Parkson Retail Group and a USD96.8 million placement of Parkson shares. Both deals saw Khazanah part with its entire 9.8% stake in the company. Deutsche Bank acted as sole global coordinator for the exchangeable bond issue and joint lead manager on the share placement.
- July 2007 – USD850 million Shari'ah-compliant deal for Khazanah Nasional, Malaysia's largest-ever exchangeable bond issue.
- 2006 – Lead-managed a 10-year USD1 billion debut bond for Malaysia Airline's parent, Penerbangan Malaysia Berhad
- 2006 – Played a lead role in Telekom Malaysia's purchase of a 49% stake in Spice Telecommunications of India for USD178.5 million.

Having strong on-the-ground local presence has enabled Deutsche Bank to pioneer a number of new products and solutions for the benefit of local corporations and investors. Since early 2007, the Bank has launched structured products linked

to equities, commodities and rates denominated in MYR and foreign currency. Deutsche also became the first foreign bank to launch structured warrants in Malaysia in April 2007.

In addition, Deutsche Bank's efforts and strengths in helping Malaysian companies administer and finance their local businesses have contributed to the Bank being awarded Best Cash Management House in Asia in 2007 and Best Trade Bank in Malaysia 2006 by Euromoney Magazine.

Deutsche Bank believes it is important to contribute to the communities in which it operates. To this end, the Deutsche Bank Asia Foundation has been supporting education projects for underprivileged children with learning difficulties. The DB Asia Foundation most recently supported Persatuan Dyslexia Wilayah Persekutuan, a nongovernment organisation which helps dyslexic children towards improving their academic performance. Besides making donations, Deutsche Bank staff visited the children at their Ampang Hilir Centre.

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