



Deutsche Bank Group in Pakistan

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Best Bank Pakistan

Deutsche Bank was established in Pakistan in 1962. With offices in Karachi, Lahore and Islamabad, the Bank employs approximately 80 people in the country.

Deutsche Bank's superior service to its corporate, multinational and financial institutions clients has seen the Bank recently receive a number of awards. These include:

- Best Bank, Pakistan - The Asset Triple A Awards 2008
- Best Transaction Bank, Pakistan – The Asset Triple A Transaction Banking Awards 2009
- Best Cash Management Bank, Pakistan – The Asset Triple A Transaction Banking Awards 2009
- Best Sub-Custodian, Pakistan – The Asset Triple A Transaction Banking Awards 2009
- Best Sub-Custodian Pakistan - Global Investor Annual Awards 2008
- 1st place Sub-Custodian - Global Investor Annual Sub-Custody Survey 2008/9
- Top Rated Sub Custodian Bank 2008 cross border clients, Pakistan - Global Custodian Survey for Emerging Markets

Deutsche Bank Pakistan offers a strong on-the-ground presence with the ability to draw on specific product expertise from the Bank's regional and global teams to help it provide a wide range of investment banking and commercial banking products and services. These include corporate finance, M&A, equity and debt capital markets products, foreign exchange, fixed income sales and trading, money markets/repo products, derivative solutions, working capital finance, accounts and deposits, cash management solutions, trade finance, and trust and securities services.

Deutsche has been a leader in helping Pakistan clients raise capital in offshore markets, playing a key role in international bond offerings for the Islamic Republic of Pakistan, such as the US\$750m bond which won the 2007 Asiamoney Deal of the Year in Pakistan, and Pakistan Mobile Communications Limited, which won the Asia High Yield Deal of the Year award from Asiamoney and Best Asian Corporate Bond by Euroweek in 2006.

A Passion to Perform.

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The Bank is also a leader in trust and securities services in Pakistan and is the leading capital markets house for Pakistan, ranked the top international broker, with 38% trading market share of Pakistan equities among international brokers according to Autex (March 2009).

Deutsche Bank Pakistan has recently executed a number of significant transactions, and has also been awarded with new business and mandates from a number of prestigious organisations.

Recent examples include:

- Joint Lead Manager/ Joint Bookrunner on USD1.3 bn sovereign bonds due 2016, 2017 and 2036 including Pakistan's first ever 30 year bond and its first ever global bond.
- USD250 mn bond due 2013 for Pakistan Mobile Communications, the first corporate and global high yield offering out of Pakistan.
- Sole clearing bank for International Air Transport Association (IATA) billing and settlement plan.
- Depository Bank for MCB Bank Limited's USD150 mn GDR issue listed on the London Stock Exchange - Pakistan's first private sector equity deal in over 10 years and the first to include a London listing.
- Top 5 ranking for collection of applications for Habib Bank Limited IPO (largest in Pakistan) from a consortium of 20 large local and foreign banks.

- Partnership with NIFT, a local cheque clearing agent in an exclusive arrangement approved by the central bank for collection of cheques at over 80 locations without partner banking requirements.

The Bank is also currently advising the Karachi Stock Exchange on its planned de-mutualisation and placement of shares and the Government of Pakistan on the planned GDR issuance by the National Bank of Pakistan.

Deutsche Bank is also involved in broader community efforts in Pakistan through significant contributions towards earthquake relief efforts and other social welfare projects including initiatives to fund the construction of schools, medical facilities and housing projects. More recently, the Bank has organised relief aid - in the form of food supplies and daily essentials - to be distributed to internally displaced persons through an NGO at regular intervals. The Bank has also committed funds to the Milestone Charitable Trust, supporting English based education and therapeutic services for children with developmental disabilities and their families.

