



# Deutsche Bank Group in Taiwan

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Deutsche Bank established its presence in Taipei in 1980. Over the last few decades the Bank has grown significantly and now employs more than 200 staff – making it one of the largest foreign investment banking franchises in Taiwan.

Deutsche Bank offers a comprehensive range of services in Taiwan – particularly across its Global Markets business. This part of the business includes sales, trading and/or research in asset classes such as foreign exchange, fixed income, credit, equities and derivatives.

Deutsche Bank also operates across the traditional corporate and investment banking businesses including corporate finance, merger and acquisition advisory, securities custody and trade finance as well as cash management. In 2008, the Bank was voted the number two Best International Trade Bank in Taiwan by Euromoney Trade Finance magazine in its Awards for Excellence readership poll.

In asset management, Deutsche Bank completed in April 2008 the

acquisition of a 60% interest in Taiwanese investment management firm, Far Eastern Alliance Asset Management Co., Ltd., which was renamed Deutsche Far Eastern Asset Management Company Limited. Deutsche Far Eastern Asset Management is jointly owned by Deutsche Bank AG and Far Eastern International Bank – part of Far Eastern Group, one of Taiwan's largest business conglomerates. The business aims to leverage the global investment and business management expertise and innovation of Deutsche Bank's Asset Management division; as well as build on the well-established local platform and professionals of Far Eastern Group to offer greater choice and new investment opportunities for Taiwanese investors.

Taiwan is also a key market for the Bank's Private Wealth Management business, whose clients enjoy access to Deutsche's global resources and investment expertise. Deutsche Bank was recently named Best Private Bank in Taiwan (USD5.01- 25 million funds under management category) and Best Overall Global Private

Bank (USD1-5 million and USD5.01- 25 million categories) in the 2008 Asiamoney Private Banking Poll.

Being committed to the Taiwanese market, Deutsche Bank continued to invest in its business during the so called "technology collapse" which started in March 2000 and was better prepared than competitors for an improving operating environment which emerged afterwards.

For instance, the Bank's Global Markets business has performed strongly. In October 2006, Deutsche Bank arranged a USD350 million bond issue for Nan Ya Plastics Corporation, the first floating rate bond from a Taiwanese corporation. In June the same year, Deutsche Bank raised USD328 million in equity capital for Powerchip Semiconductor, including a USD160 million convertible bond where the Bank was sole bookrunner.

Deutsche Bank is also committed to the development of the Taiwanese capital market – leading in financial engineering and product development. In early 2005, the Bank

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championed the strip bond trade to help solve the issue of insufficient liquidity in bond funds, thus setting the regulatory, tax and accounting framework for future issuance. The Bank was also the first international bond listed on Taiwan's inaugural International Bond Board in October 2006. This started a new dimension in Taiwan's capital market and marked the beginning of other corporate bond issues in 2007.

Deutsche Bank believes it is important to contribute to the communities in which it operates. To this end, the Deutsche Bank Asia Foundation has participated in a number of charitable initiatives in Taiwan, with a focus on helping children in need.

Most recently, the Bank is supporting a long term primary school project for children in the remote areas of Miao-Li County. The project includes pairing a university with a primary school and establishing an online study group aimed at improving children's reading and computer skills.

Key transaction highlights:

- May 2007 - USD300 million pre-IPO convertible bond offering, the first ever in Taiwan, for Taiwan High Speed Rail Corporation (Sole Bookrunner)
- October 2006 – USD350 million bond issue for Nan Ya Plastics Corporation, the first floating rate bond from a Taiwanese corporation
- June 2006 – USD328 million equity capital raising for Powerchip Semiconductor, which included a USD160 million convertible bond (Sole Bookrunner)
- January 2005 – USD120 million convertible bond for Ritek Corp (Sole Bookrunner)
- January 2005 – USD160 million convertible bond for Powerchip Semiconductor Group (Sole Bookrunner)

