



Deutsche Bank Group in Thailand

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Deutsche Bank has had a presence in Thailand since 1906 when its legal predecessor, German-Asian Bank, acquired a stake in Siam Commercial Bank, the first local commercial bank in what was then the Kingdom of Siam.

In 1978, Deutsche Bank opened a branch in Bangkok through the European Asian Bank, in which it had a stake and subsequently took over. Throughout the Asian financial crisis in 1997/98, Deutsche Bank maintained its presence in Bangkok and in 2008 celebrated its 30th anniversary. With approximately 150 staff now employed, Deutsche Bank Bangkok recently invested in vibrant brand new offices at Athenee Tower, occupied since January 2009.

Deutsche Bank offers a comprehensive range of services in Thailand – 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, debt and equity origination, domestic custody services, trade finance and cash management. This is best illustrated by the recent mandate for American International Group (AIG) where Deutsche Bank acted as sell-side advisor to AIG on the sale of AIG Retail Bank Public

Company Limited and AIG Card (Thailand) Company Limited to the Bank of Ayudhya Public Company Limited. Announced in February 2009, the transaction formed is part of a broader Federal Reserve sponsored divestiture programme, returning total proceeds of USD536m back to AIG.

Thailand is also a key market for the Bank's Private Wealth Management (PWM) business, whose clients enjoy access to Deutsche's global resources and investment expertise. With a strong on-shore presence around the region, Deutsche Bank was named Best Global Private Bank in other countries in Asia category (voted by HNWI's with >US\$25 million under management with private banks) in the 2009 Asiamoney Private Banking Poll.

In Thailand, PWM introduced a significantly enhanced offering for its private banking clients in August 2008 with the launch of the Deutsche Bank Private Fund, following approval from the Thai Securities and Exchange Commission to directly offer international investments to its clients for the first time. The Private Fund is a new platform by which Deutsche Bank's high-net worth clients can access a broad range of local and international asset classes, and leverage the Bank's expertise and global investment portfolios.

A Passion to Perform.



Deutsche Bank has been active in the development of financial markets in Thailand, working with local banks in areas such as market risks and controlling, and is also consistently ranked as one of the leading trading houses in local bond markets. Deutsche has enjoyed success in the high yield bond sector. In 2005, it was the lead manager of a USD250 million offering for Thailand's leading paper manufacturer, Advance Agro. This issue was a landmark transaction in that it was the first CCC-rated company (S&P) out of Asia to be brought to the international debt markets since the crisis of 1997-98.

In July 2007, Deutsche Bank acted as sole bookrunner on a USD225 million high-yield bond issue for telecommunications company, True Move. The transaction was the second debt raising Deutsche had executed for the company following a USD465 million high yield bond in December 2006 that remains the largest ever such deal by a Thai issuer.

Deutsche's Bangkok branch is traditionally strong in the field of global transaction banking. The Bank's cash management, trade finance, capital market sales and domestic custody services, work in close collaboration to provide sophisticated solutions for subsidiaries of multinational companies and major Thai firms.

For example, Deutsche was the first foreign bank in cash management to introduce a business-to-business electronic invoice processing solution for a Thai company.

The Bank was recently named Best International Trade Bank in Thailand in the 2008 Euromoney Trade Finance Magazine Awards for Excellence readership poll. Deutsche Bank believes it is important to contribute to the communities in which it operates. Through the Deutsche Bank Asia Foundation, the Bank has supported several programmes providing support, education and counselling for children who have been orphaned or are affected by HIV / AIDS.

In helping to cope with the aftermath of the December 2004 tsunami, the Bank has reconstructed four schools, constructed 30 homes, developed two education projects for affected children and coordinated income generation projects led by its staff. Deutsche Bank also made donations to The King's Foundation, a fund which provides assistance to orphaned children.

In addition, 30 Deutsche Bank Thailand volunteers have recently spent three days constructing a new school, including a playground and educational supplies that will service 250 underprivileged children in Tak Province.

